

FIG. 1A

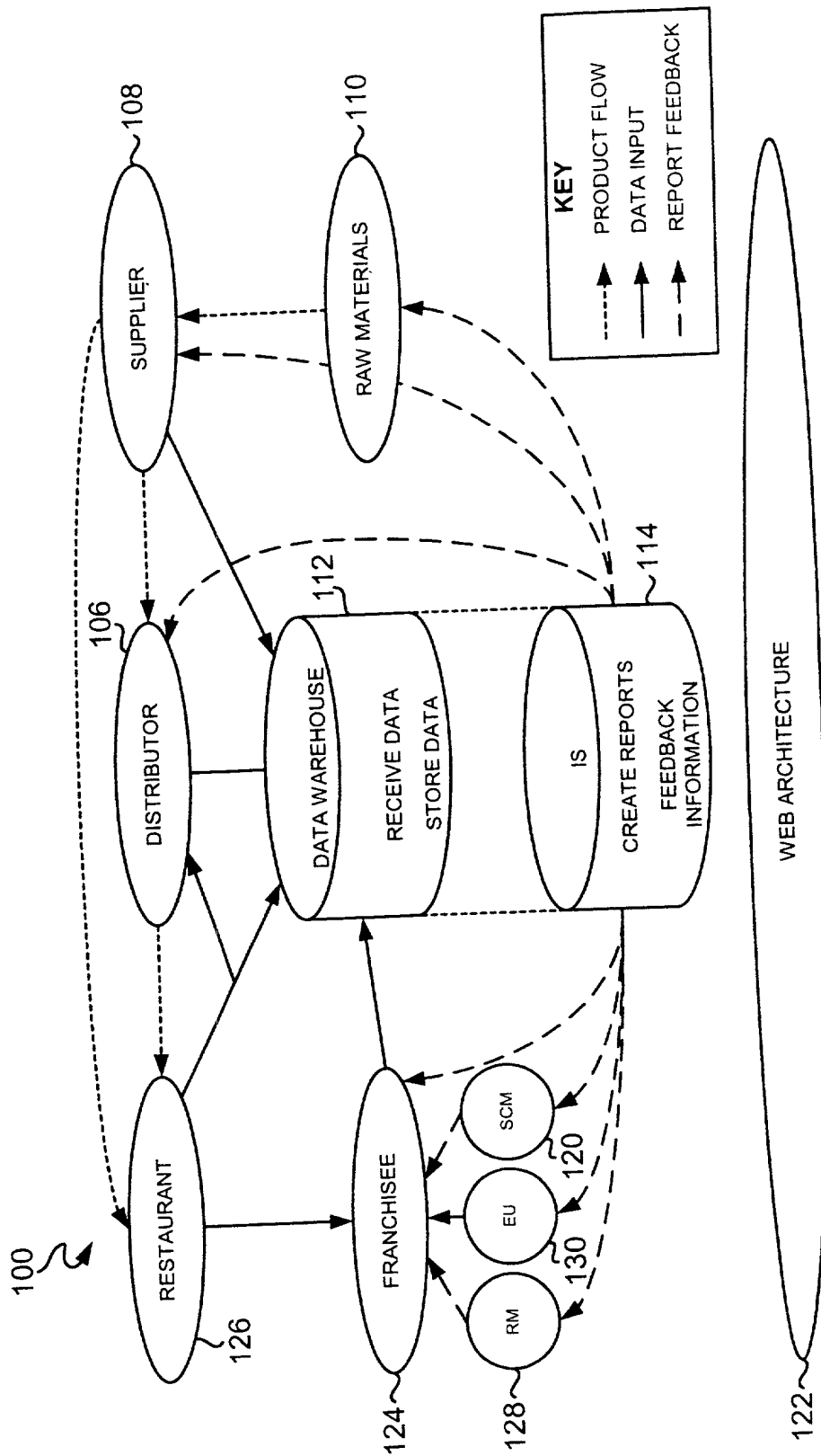


FIG. 1B

FIG. 2

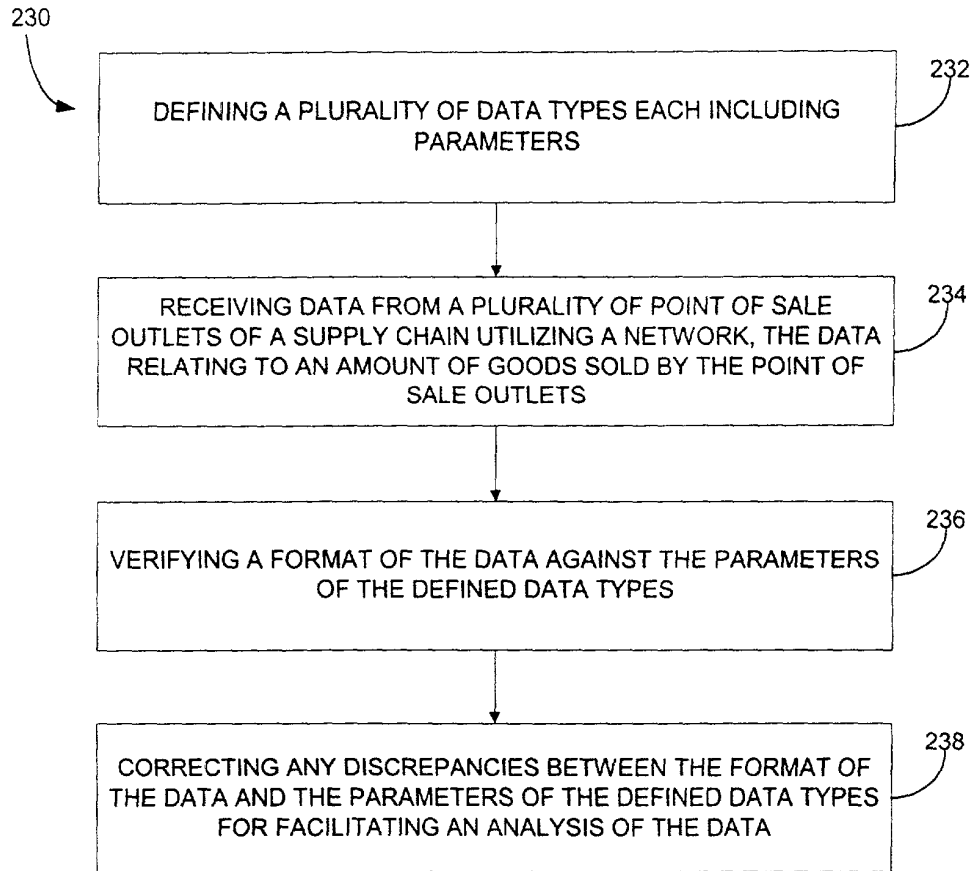
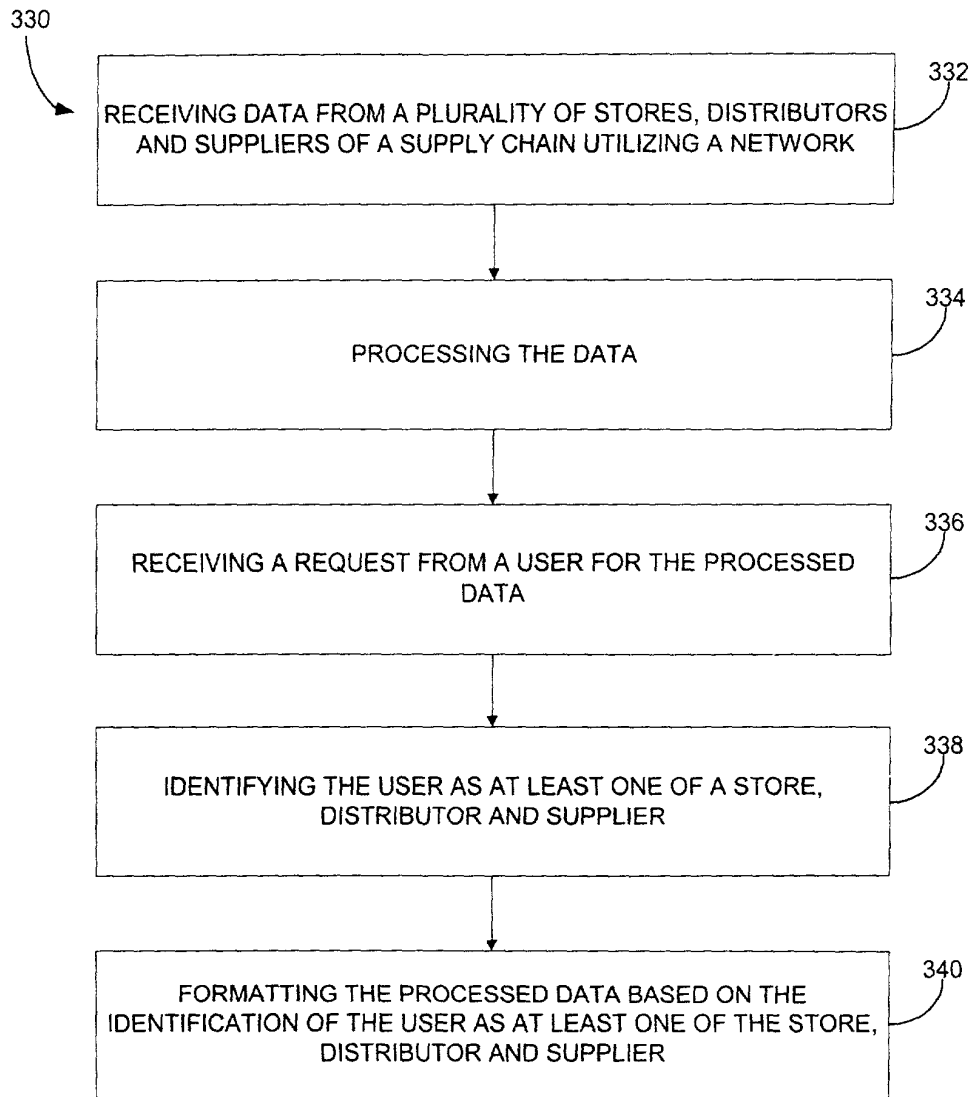


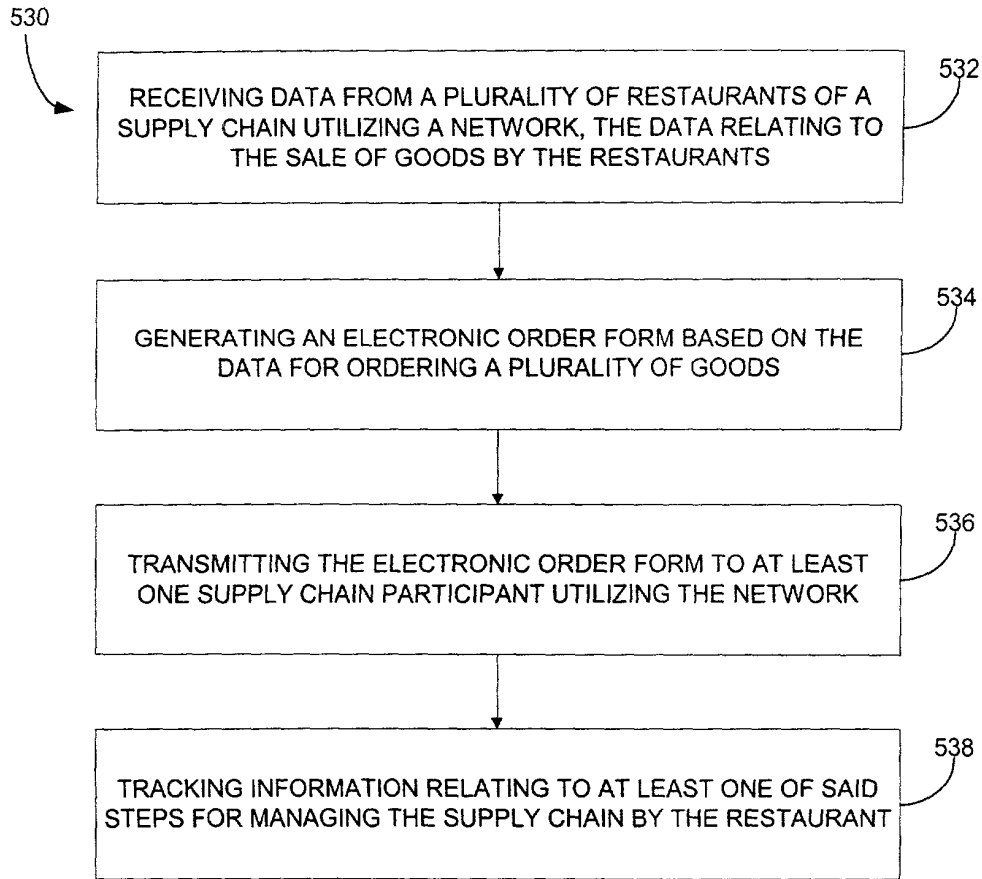
FIG. 2



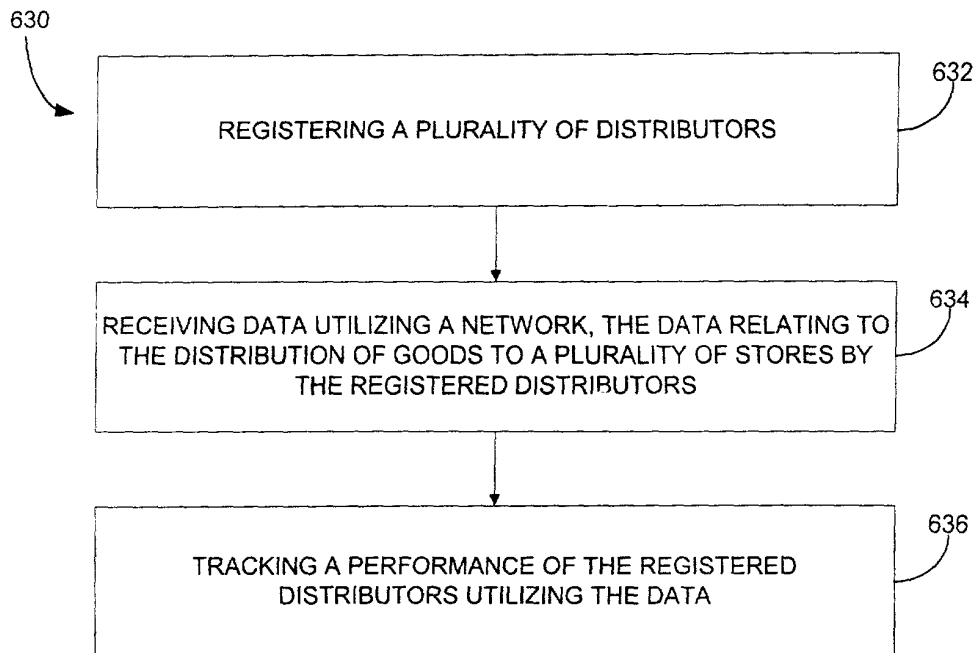
**FIG. 3**

Diagram 400 illustrates a cloud service ecosystem. It features a central core labeled "APPLICATION SERVICES". Surrounding this core is a ring divided into four segments: "HOSTING SERVICES", "PROFESSIONAL SERVICES", "CONTENT DELIVERY SERVICES", and "NETWORK SERVICES". This ring is further enclosed by a dashed circular boundary. Outside this boundary, several service categories are listed: "E-SUPPORT", "E-MARKETING", "E-SALES", and "E-FULFILLMENT". A label "404" points to the "HOSTING SERVICES" segment, "406" points to the "PROFESSIONAL SERVICES" segment, "402" points to the "CONTENT DELIVERY SERVICES" segment, and "408" points to the "NETWORK SERVICES" segment. A label "410" points to the dashed boundary line.

Fig. 4

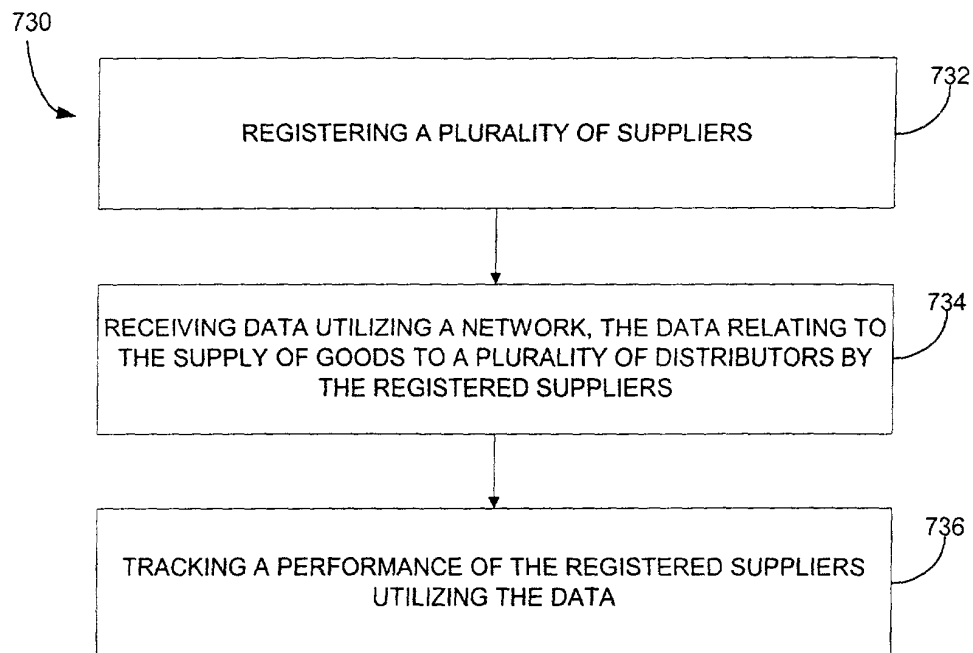


**FIG. 5**



**FIG. 6**

FIG. 7



**FIG. 7**



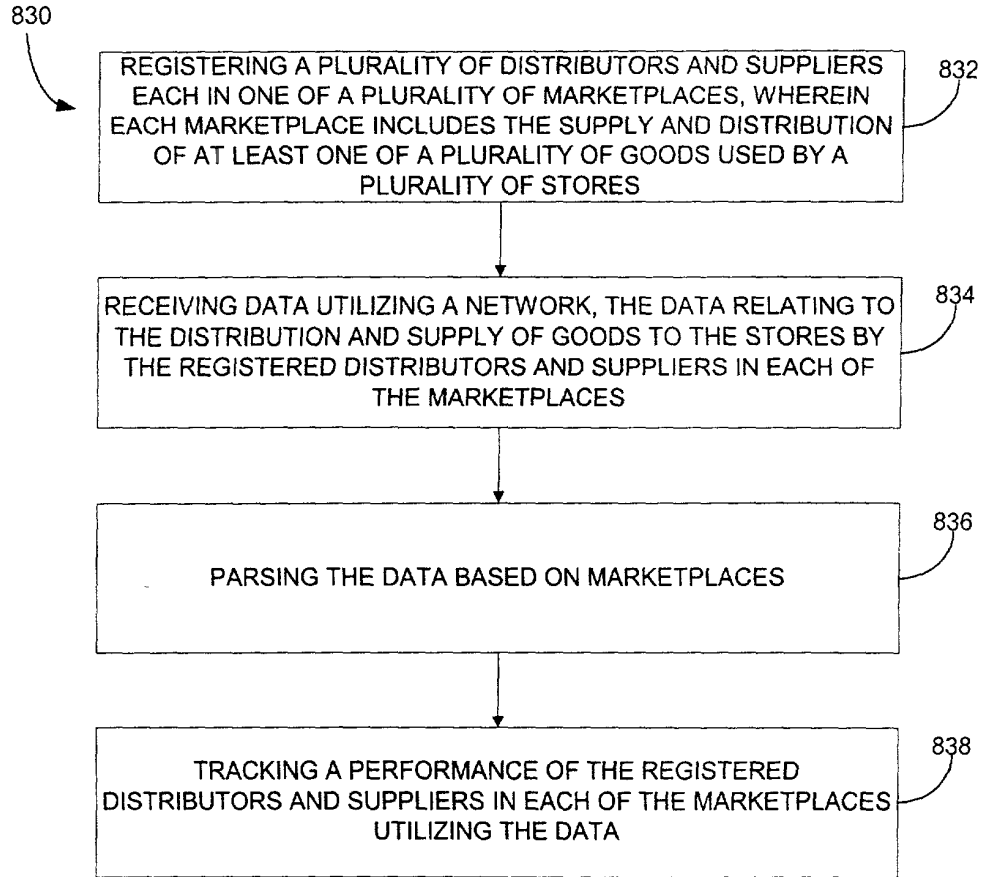
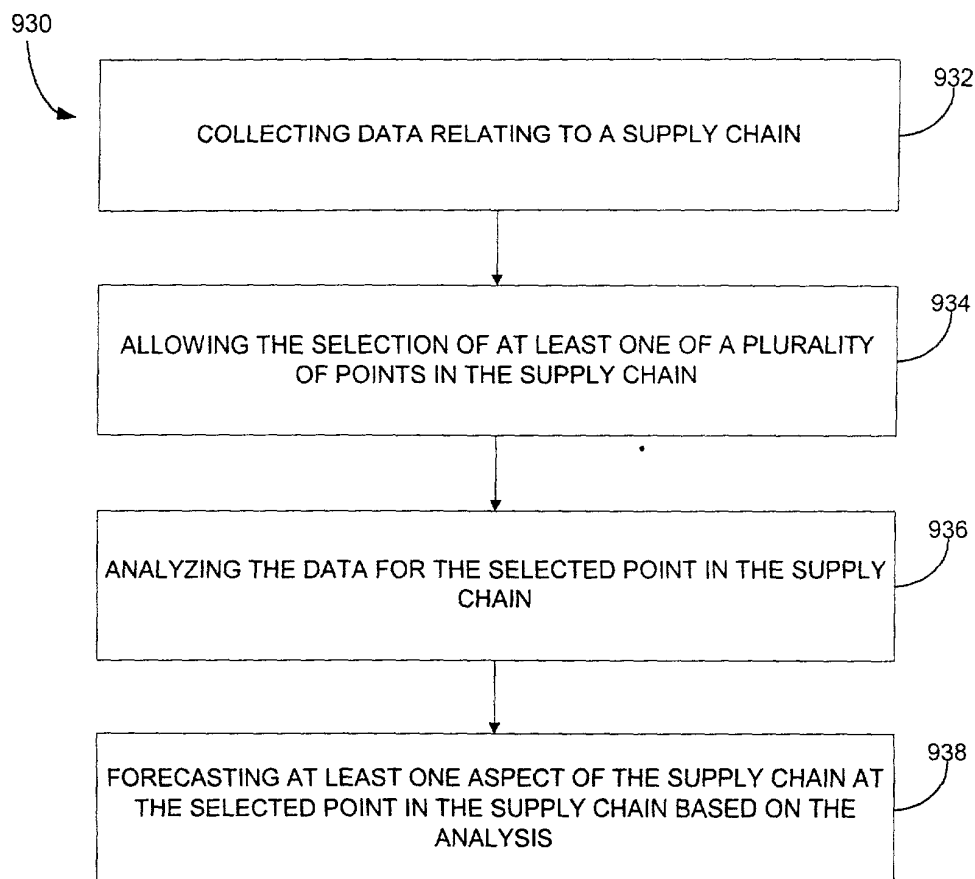
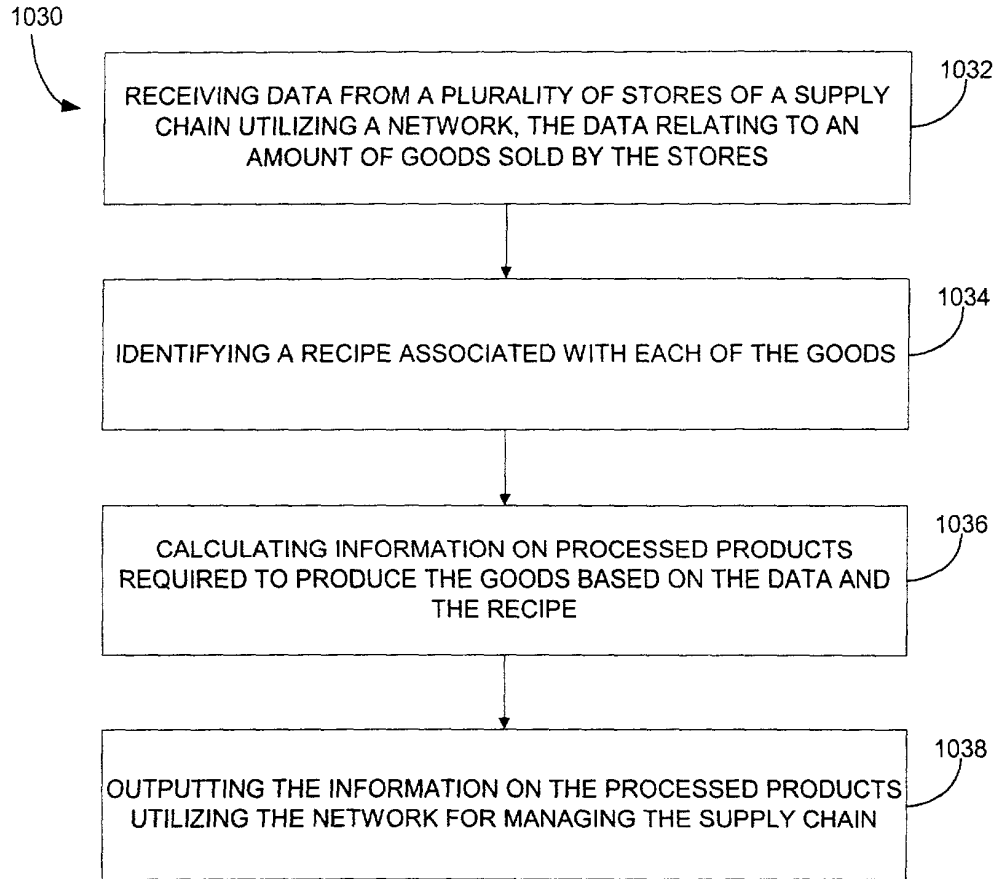


FIG. 8

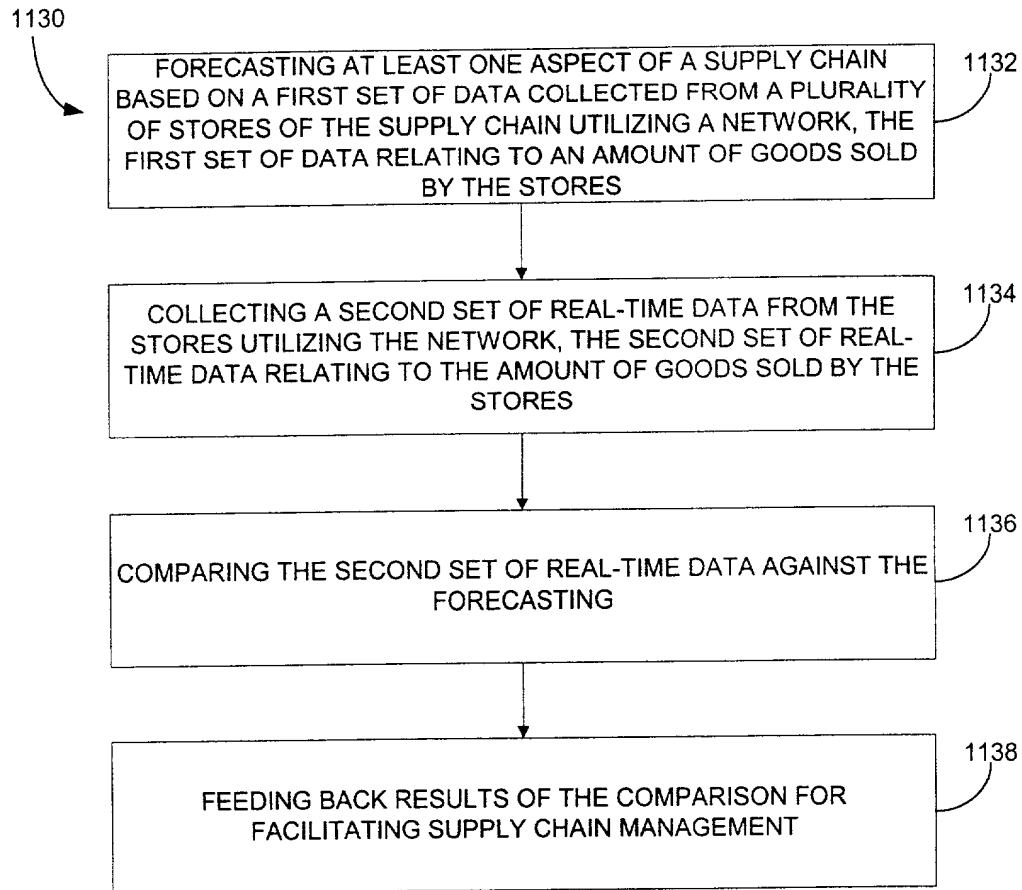
FIG. 9



**FIG. 9**



**FIG. 10**



**FIG. 11**

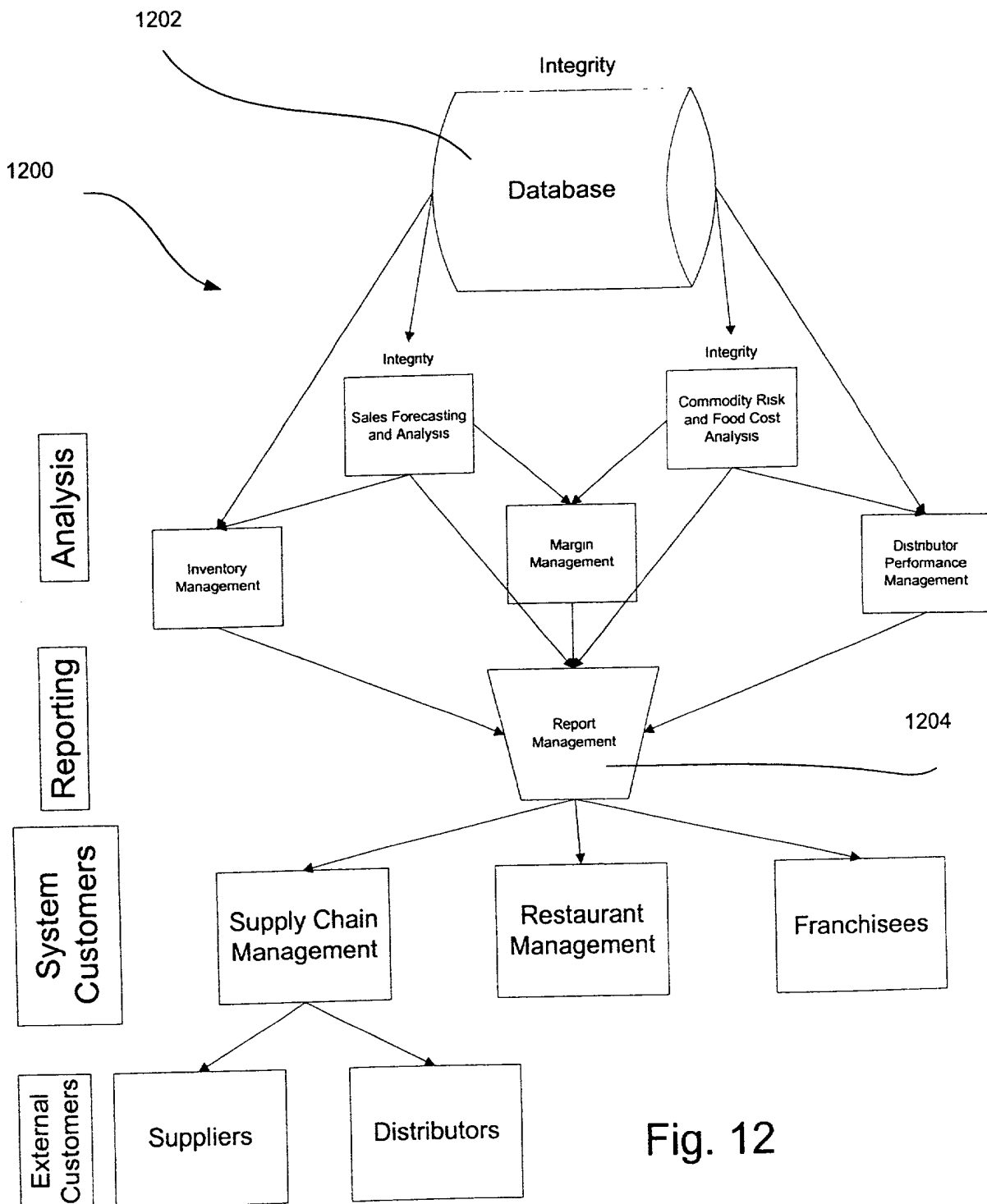
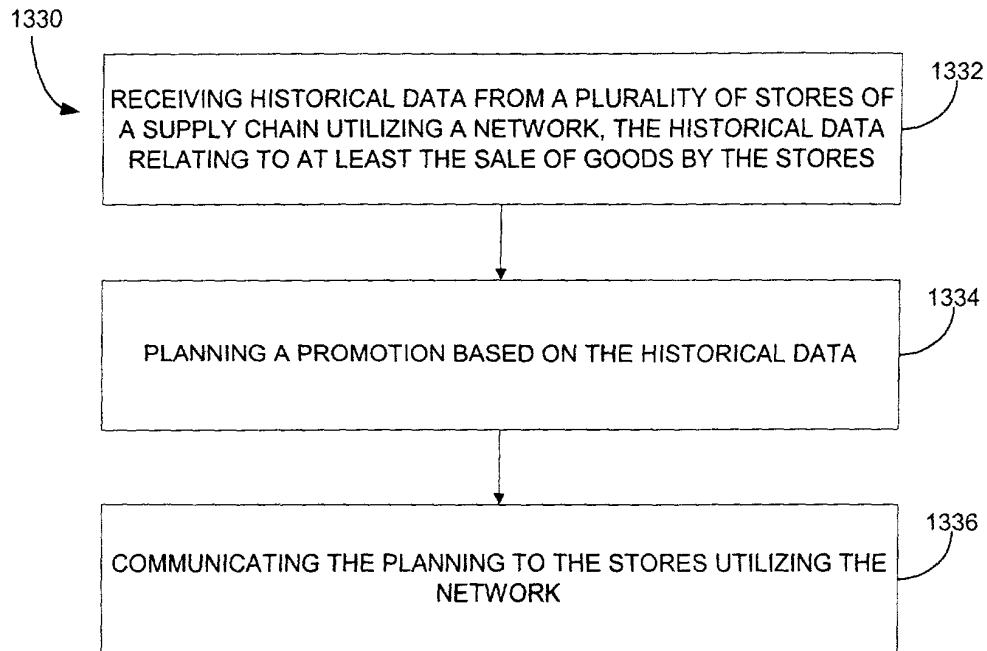
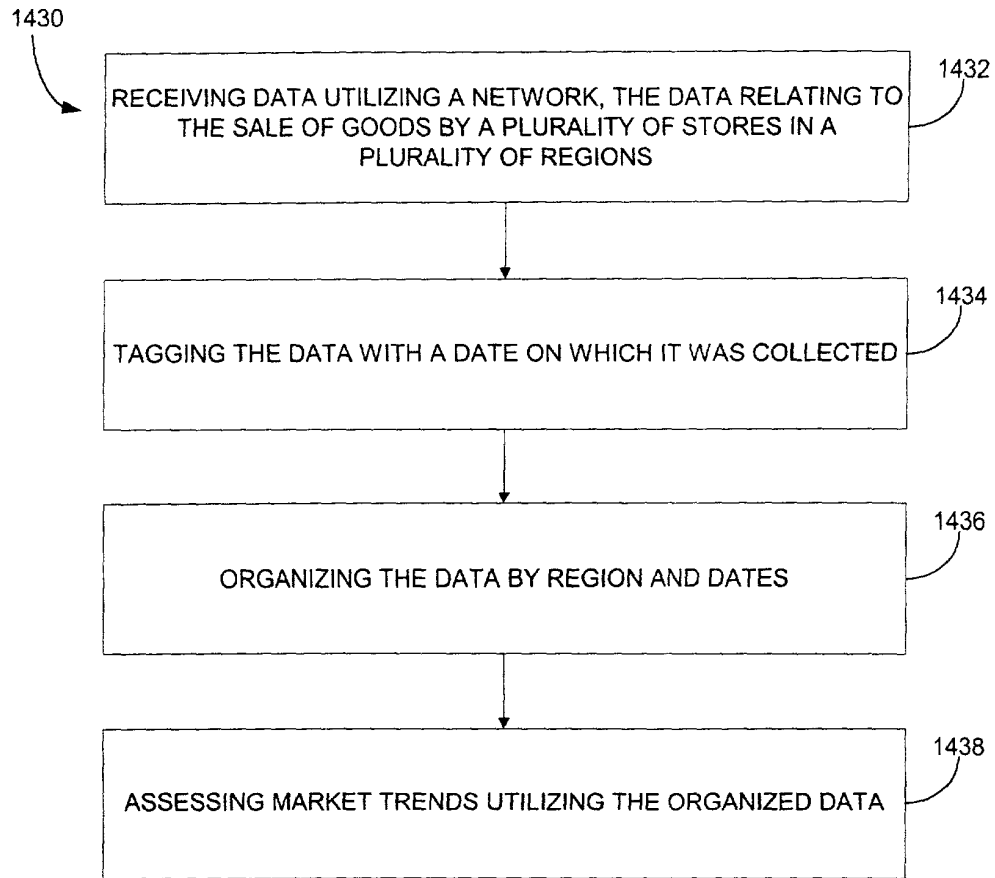


Fig. 12

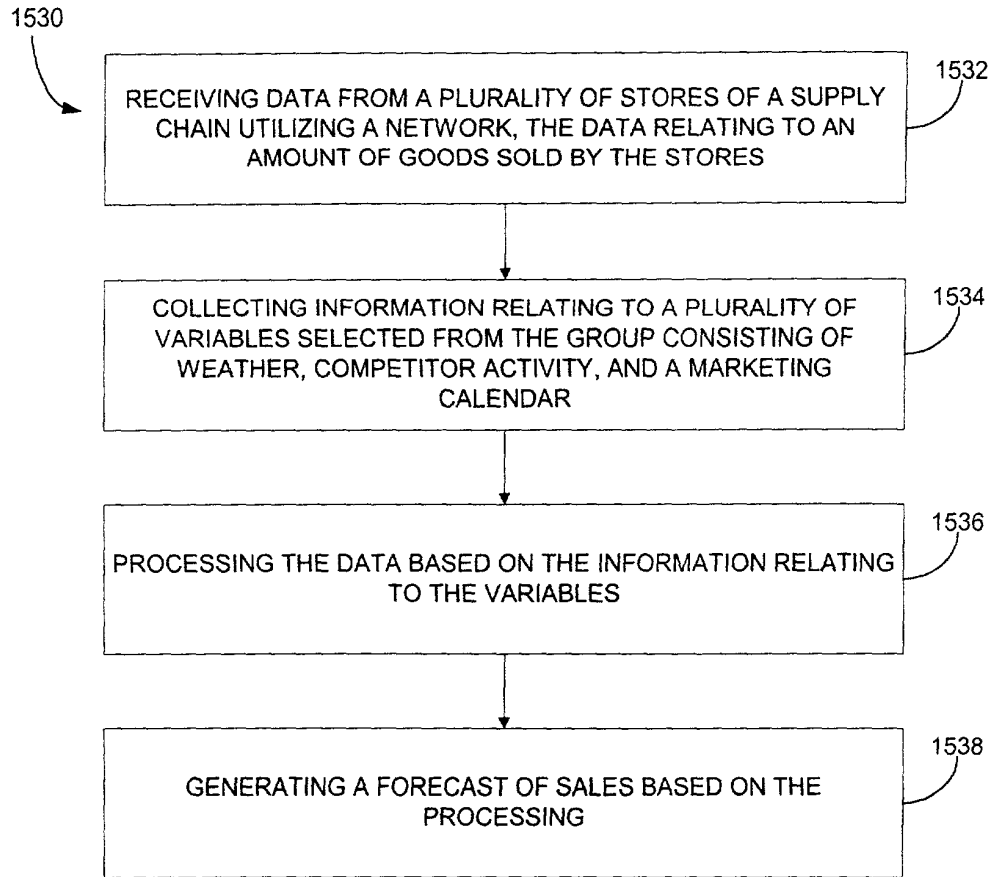
FIG. 13



**FIG. 13**

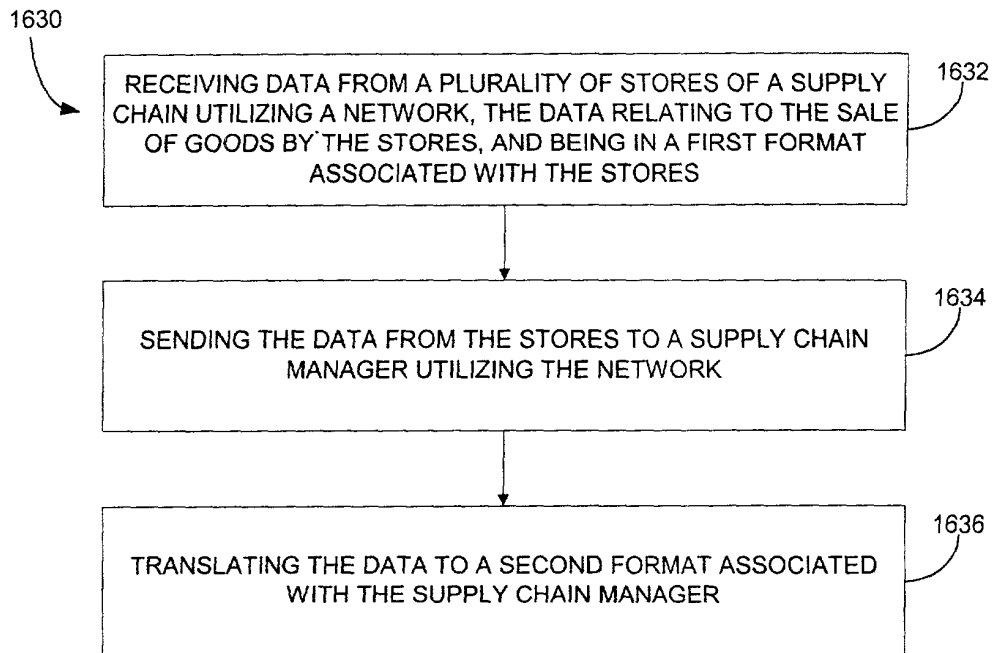


**FIG. 14**

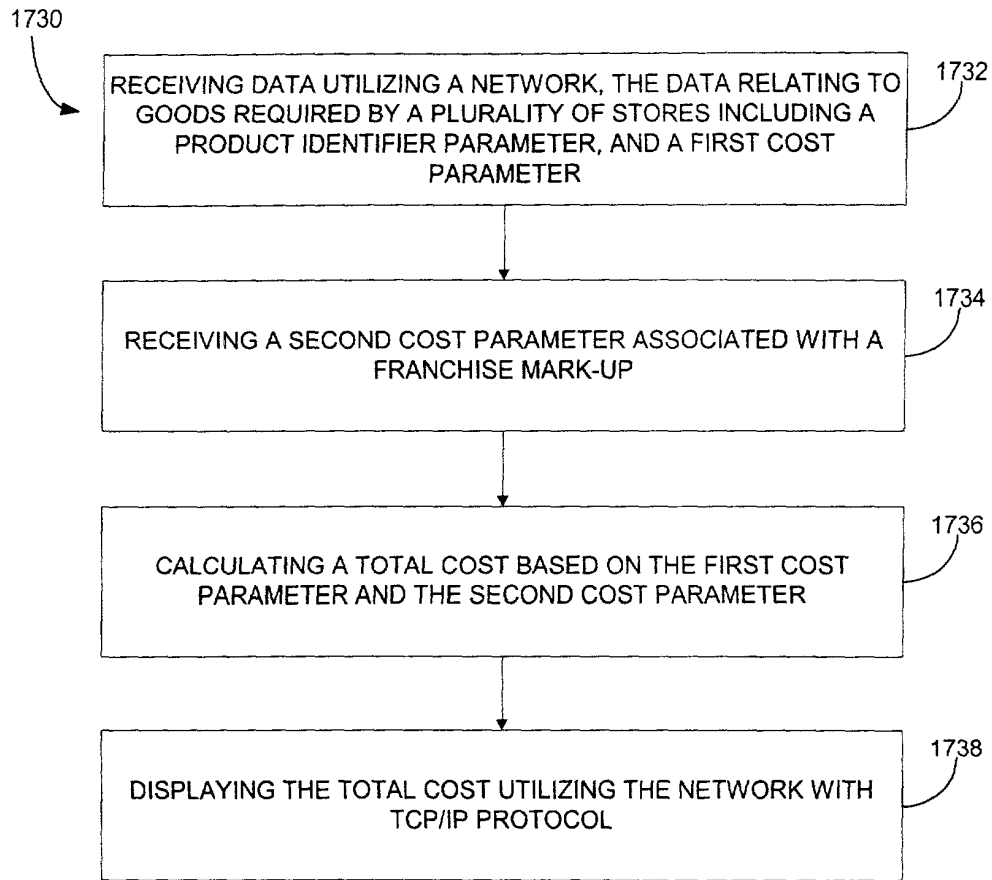


**FIG. 15**

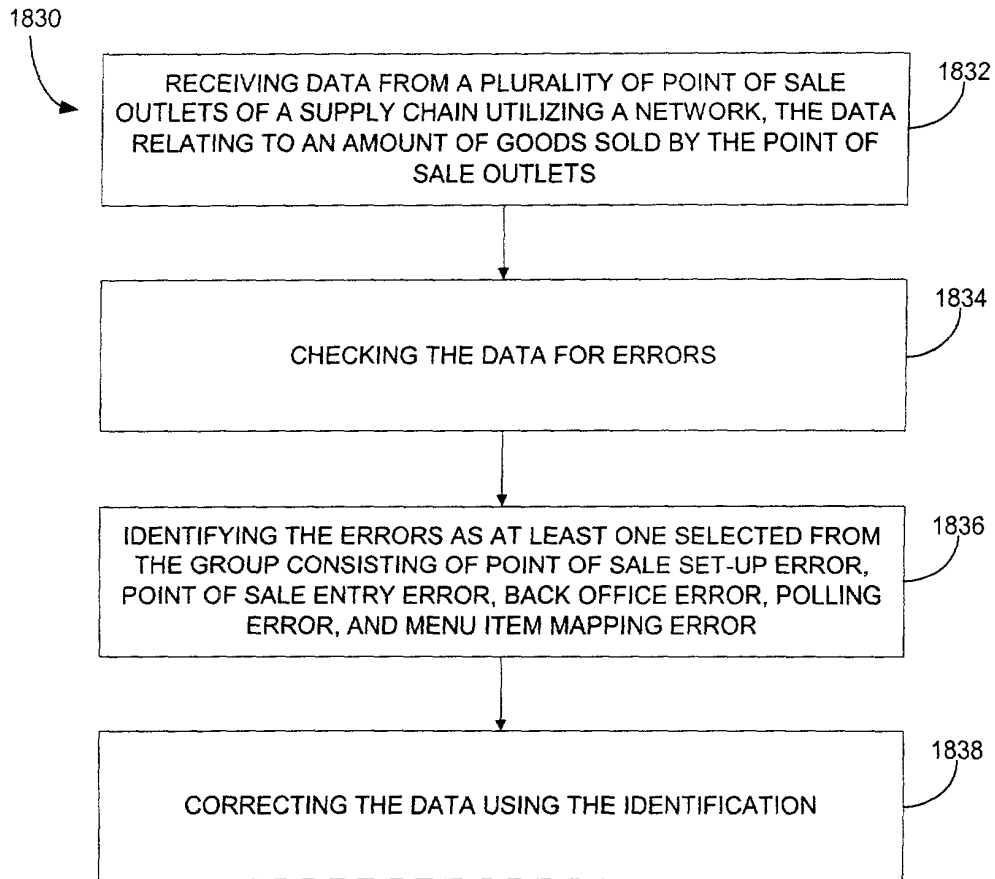




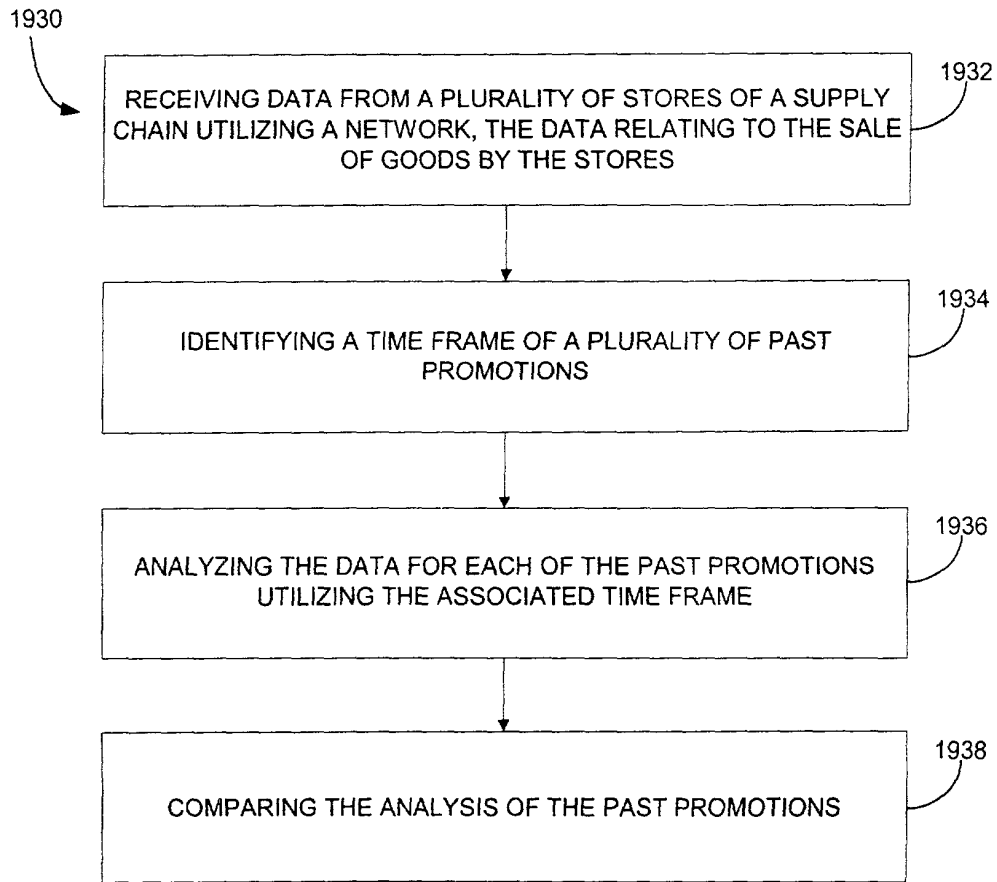
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

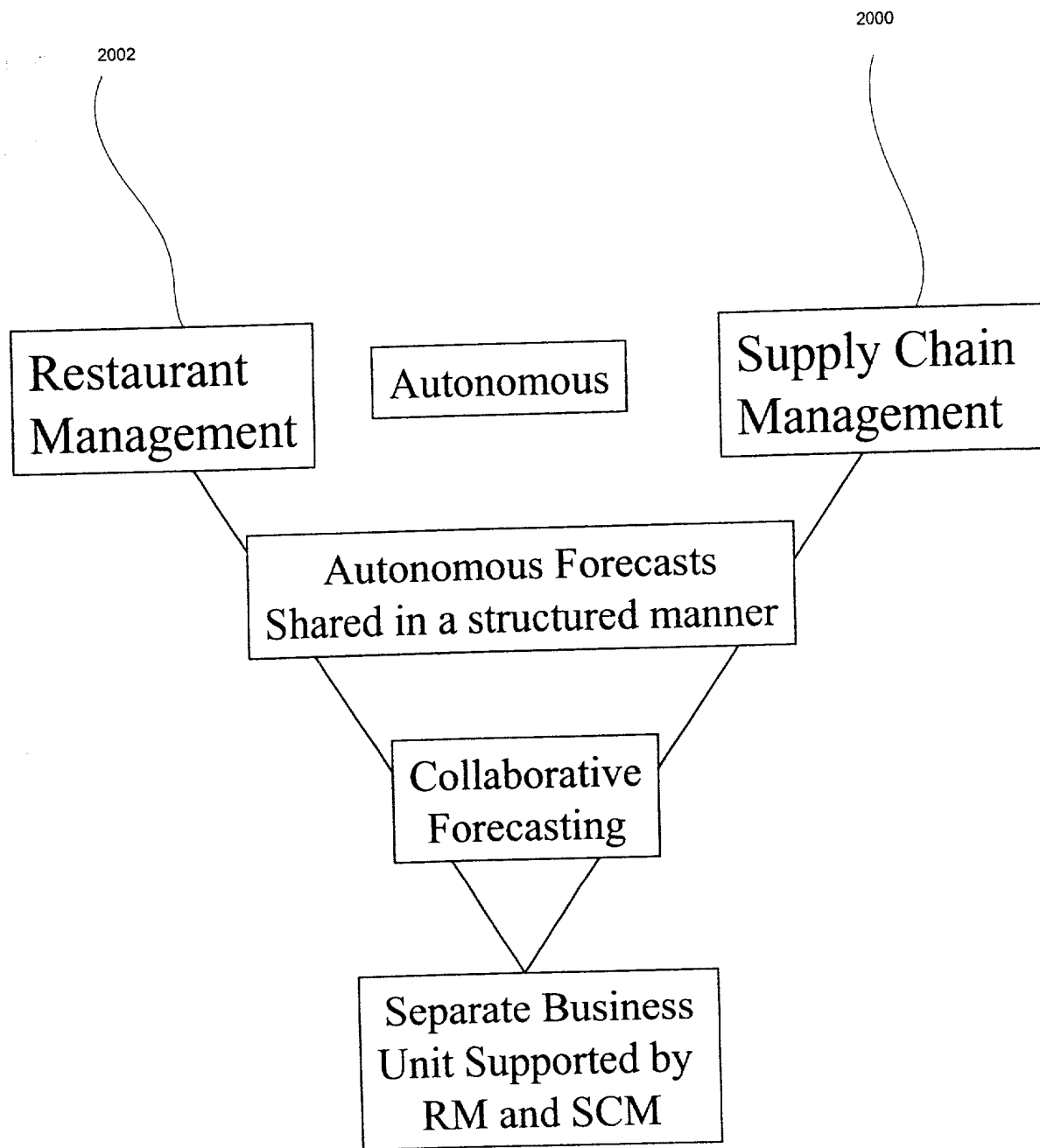


Fig. 20

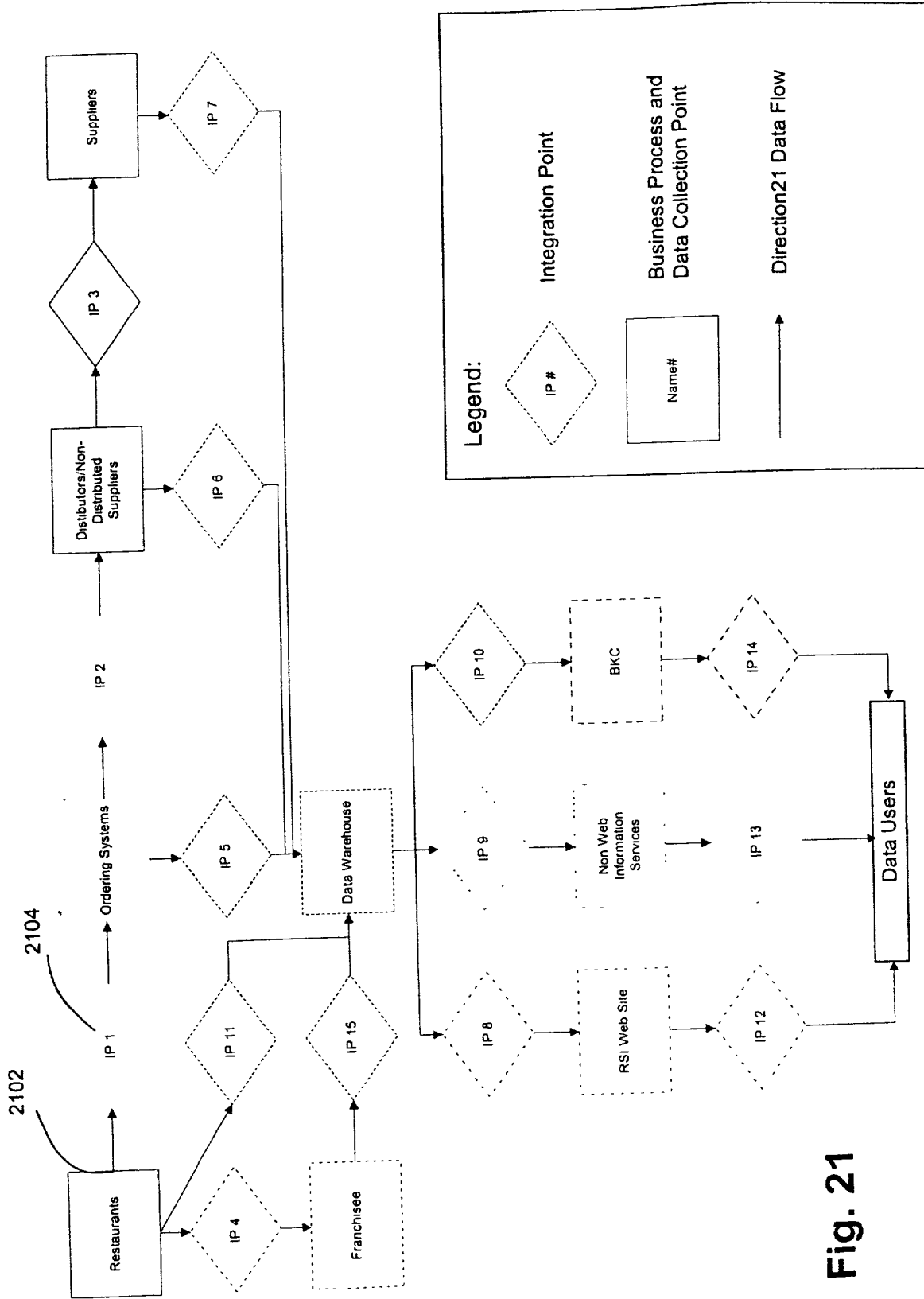


Fig. 21

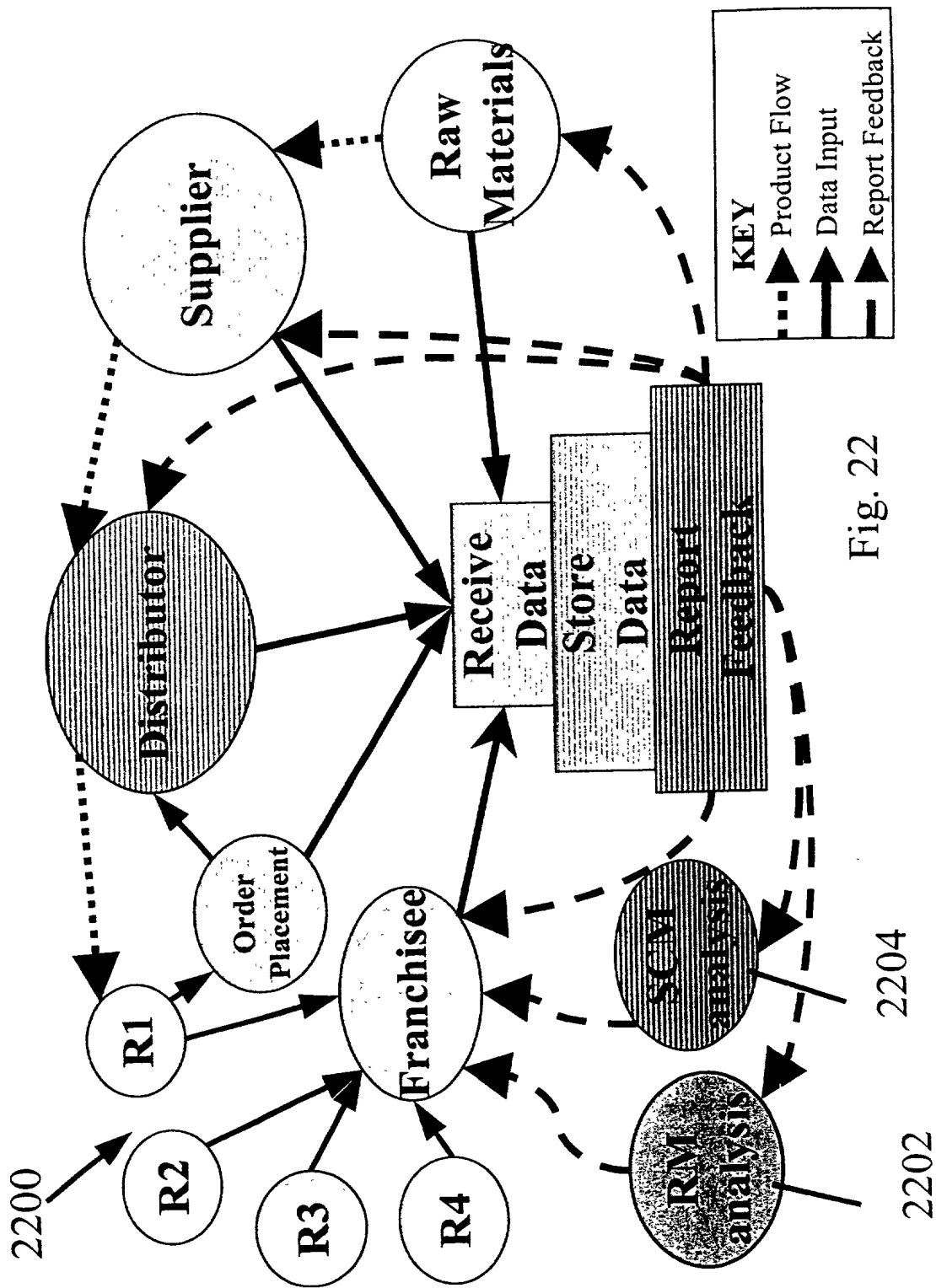
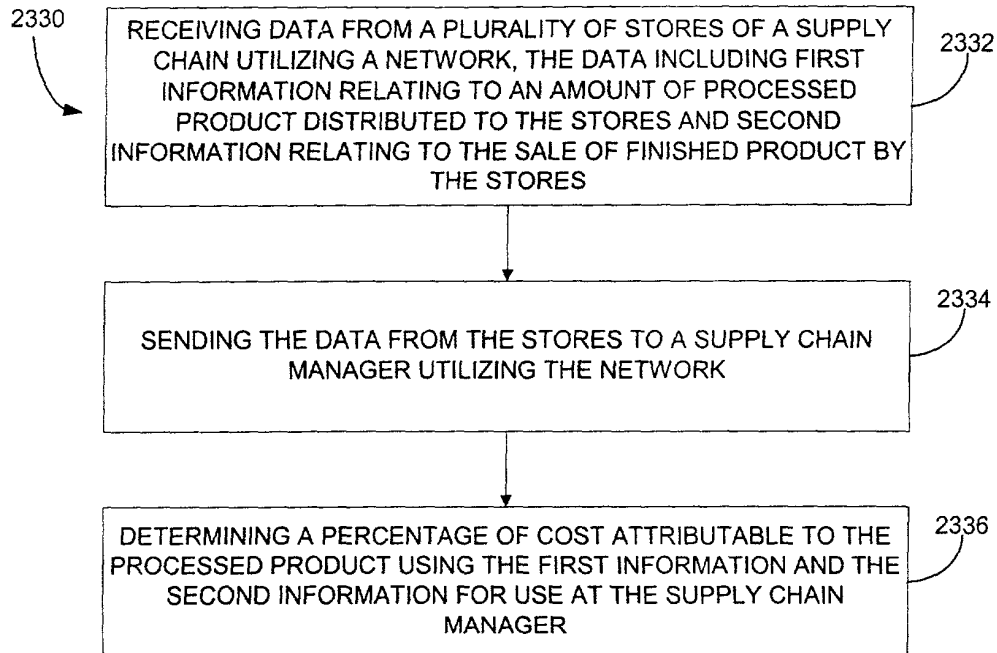


Fig. 22



**FIG. 23**



FIG. 24

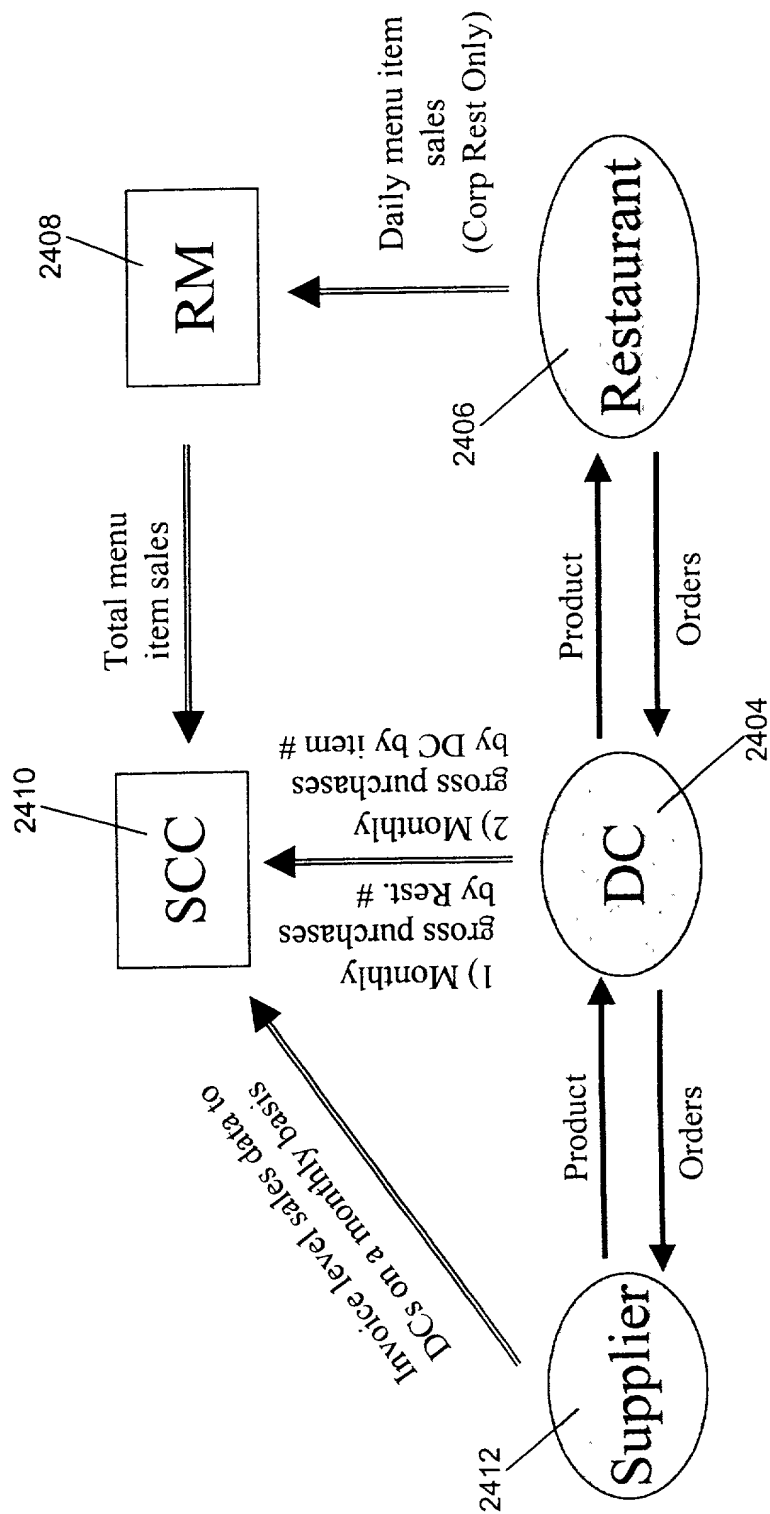


FIG. 25

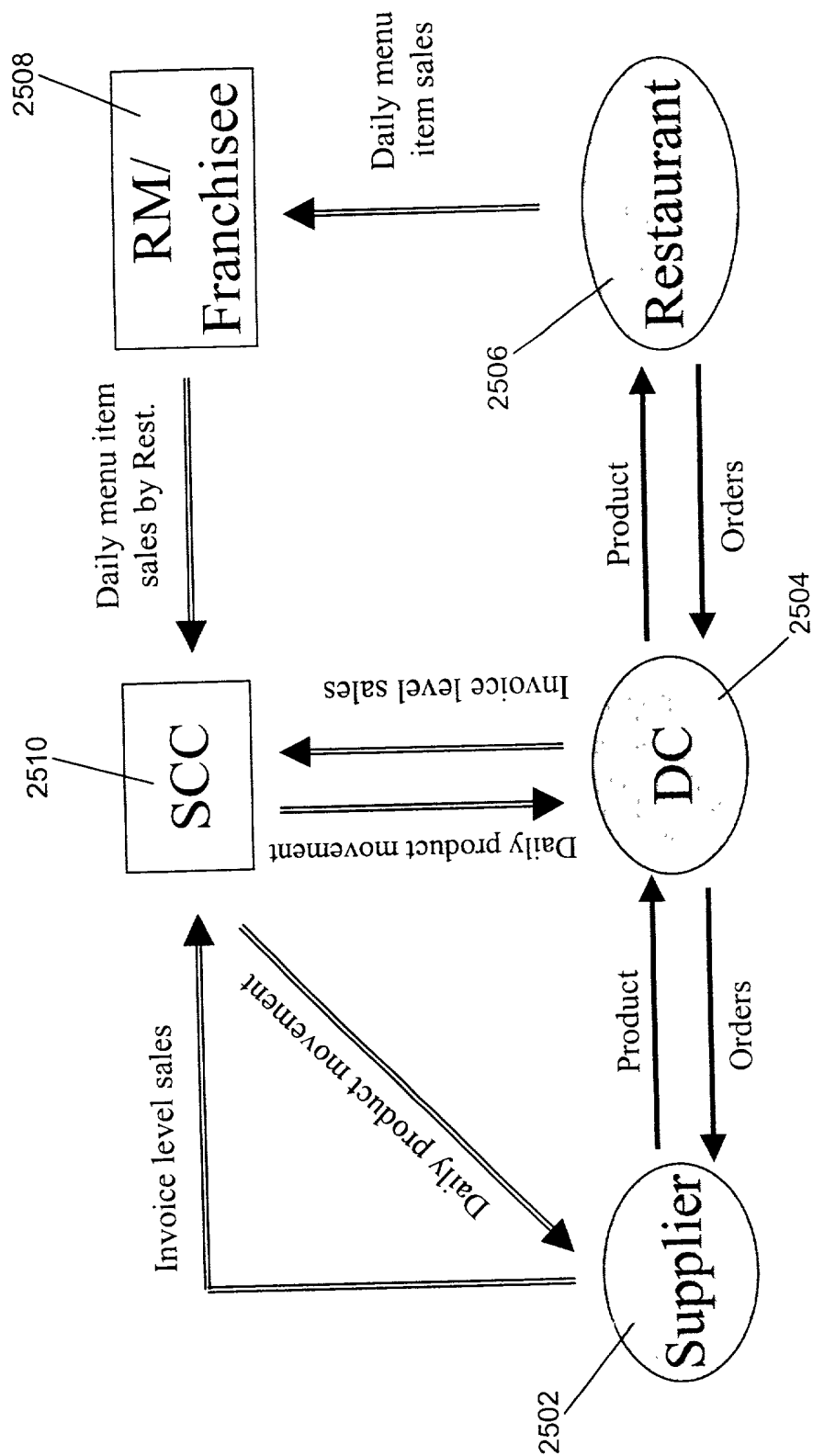


FIG. 26

2600

2602

2604

Sales Forecast Worksheet - System																
Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

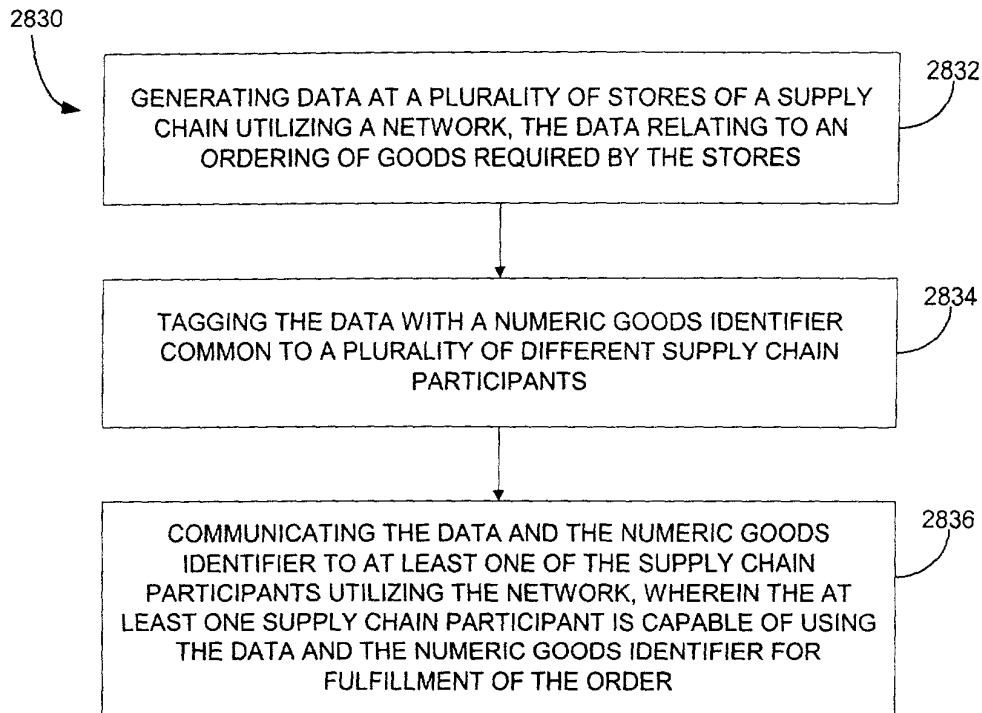
2604

FIG. 27

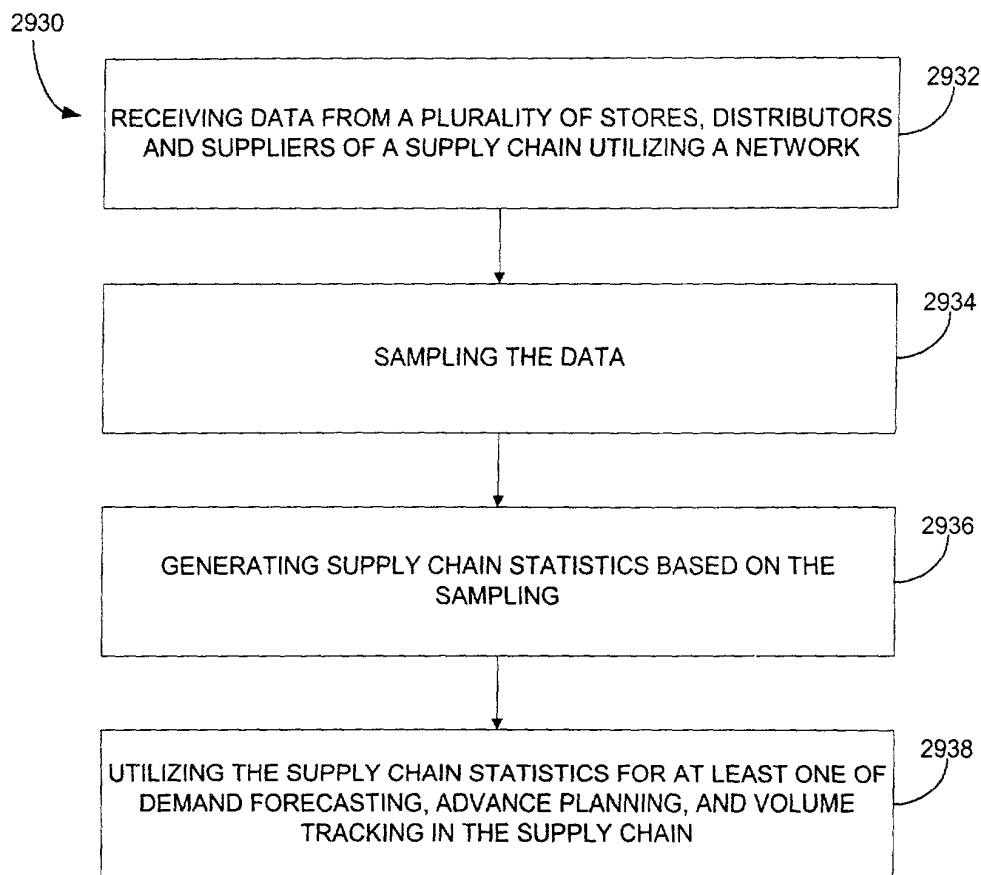
2700

Promotional Monitor - System & Regional													
History				Week #1									
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total	
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250	
Menu Item Sales for Key Products(units/restaurant/week)													
Category	215	211	228	269	32	34	37	37	40	60	46	286	
Whopper	146	142	148	162	18	20	21	21	23	35	26	165	
Whoppers W/CHEESE	699	679	714	813	94	103	111	111	120	180	137	857	
YVWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309	
Whopper Total													
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%	
Whoppers W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%	
YVWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%	
Whopper Total	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%	

2702



**FIG. 28**



**FIG. 29**

3000

Time Period (Month/Yr): Jun-00

Total Cases Ordered:	65712
----------------------	-------

30023004

	Cases	Percent
Distribution Center Total:		
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

### On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
<b>Perfect Order Rate:</b>	<b>58.85%</b>

**FIG. 30**

3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

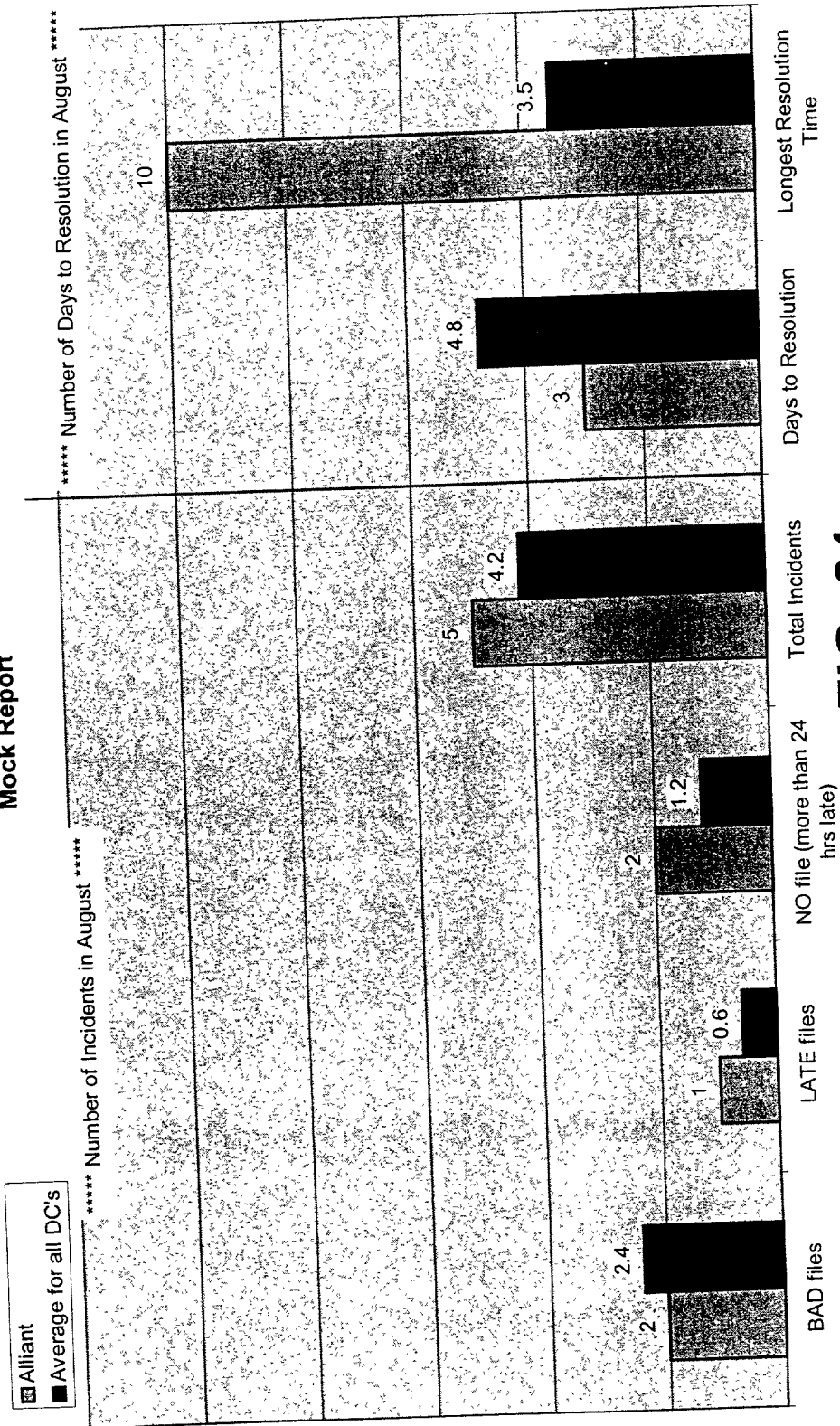


FIG. 31





# Service Level Reporting August

3200 →

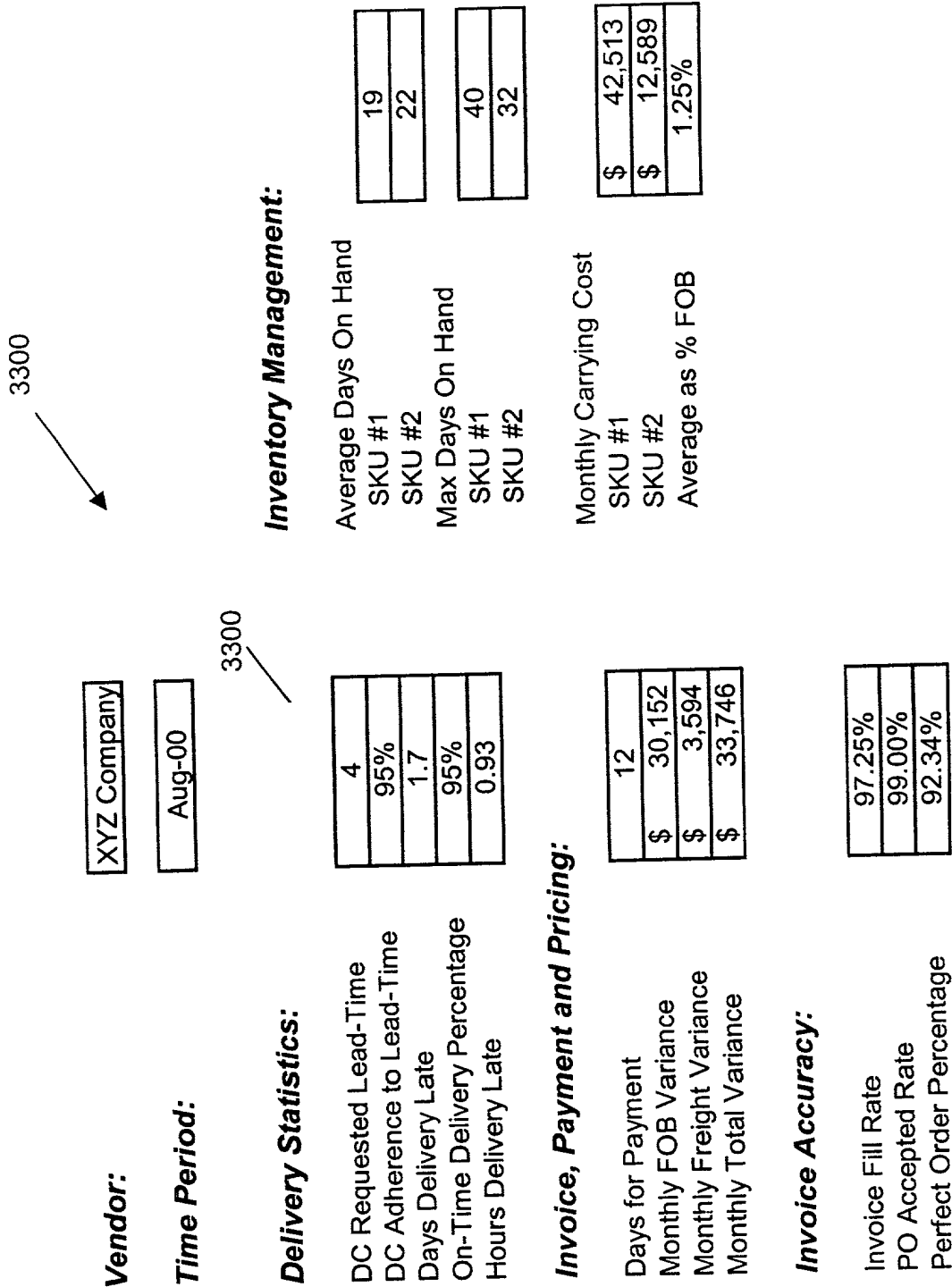
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka	99.05%		
Alliant Wixom	99.34%		78.70%
King-Atlanta			
King-Jacksonville			
King-Louisville	99.41%		79.25%
Maines 28, Conklin			
Maines 30, Cleveland	99.41%		
Maines Long Island			79.83%
Maines New England	99.13%		#DIV/0!
MBM Fullerton			#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando	99.13%		#DIV/0!
MBM Rocky Mount			
McCabe's	#DIV/0!	#DIV/0!	#DIV/0!
McLane Lubbock			
Nicholas & Co.			
PFD Supply	99.18%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	98.05%		
Reinhart-Oak Creek	98.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City		99.85%	85.13%
Shamrock Phoenix	98.81%	86%	
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

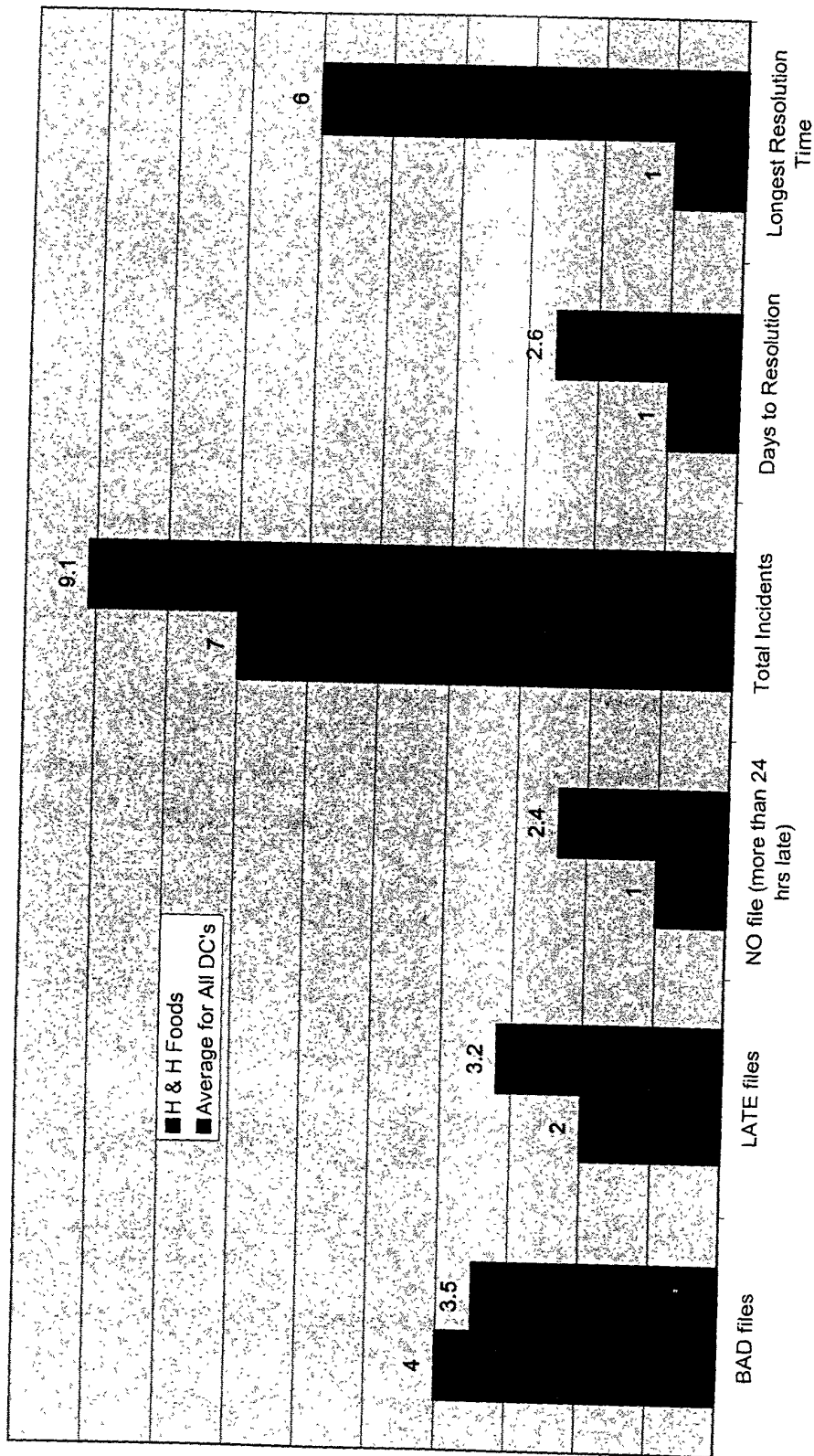


FO9040" 4685T860

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting  
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			2.33%
COMARK INSTRUMENTS, INC.			2.44%
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			18%
NCR-SYSTEMEDIA			18%
SIGNATURE MEATS GROUP			18%
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			1.66%
FORT JAMES OPERATING COMPANY			30%
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			2.08%
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA	\$196	83.5%	1.55%
TOASTMASTER		86.9%	2.20%
GRANT COUNTY FOODS			
FRESH EXPRESS			5.04%
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			2.88%
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min

3600

# Mock Report/1

FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

## Total Dollar Purchases (in Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

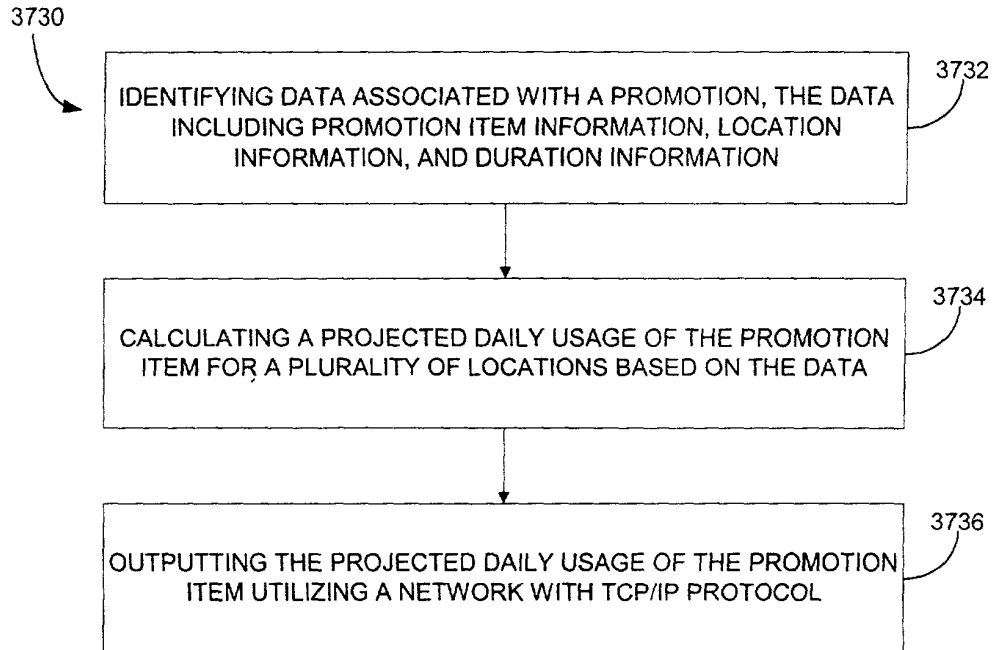
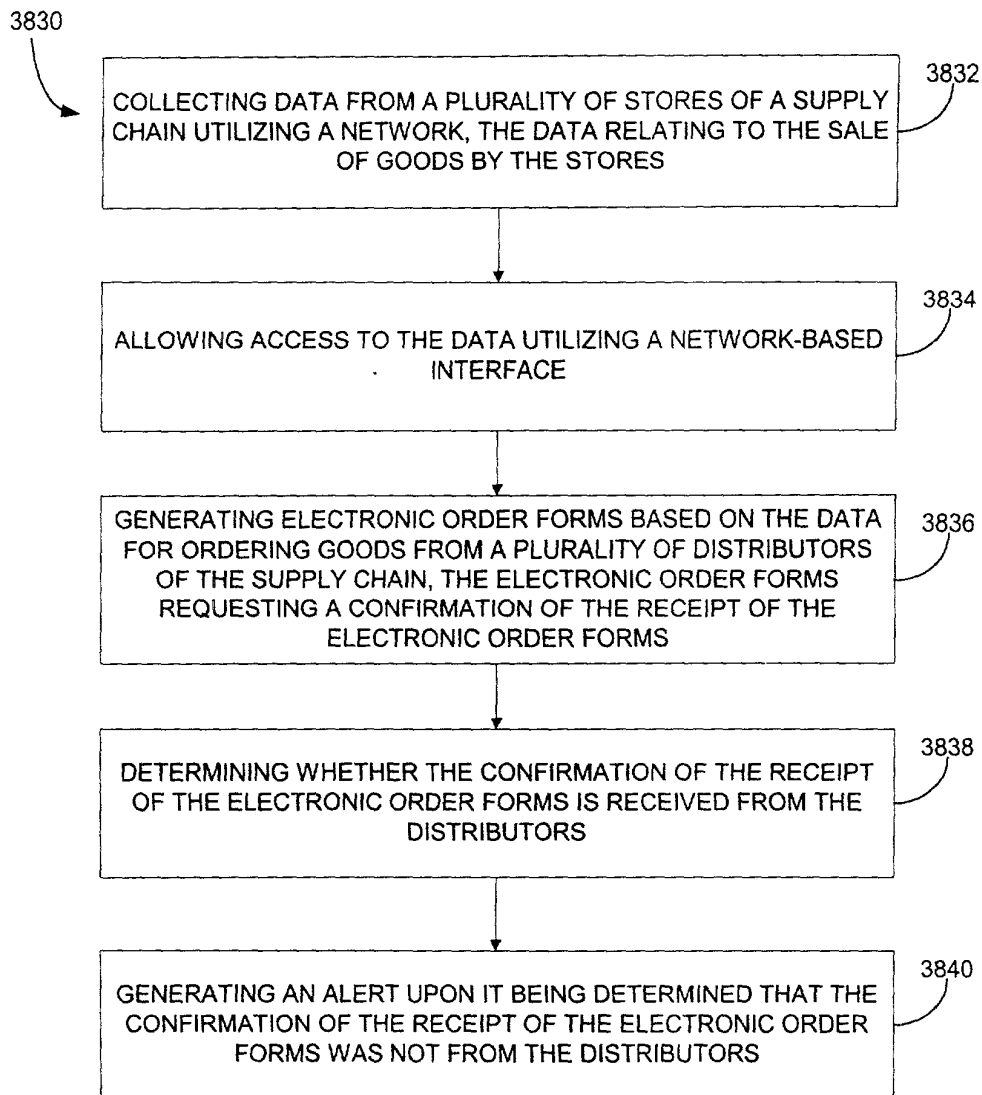
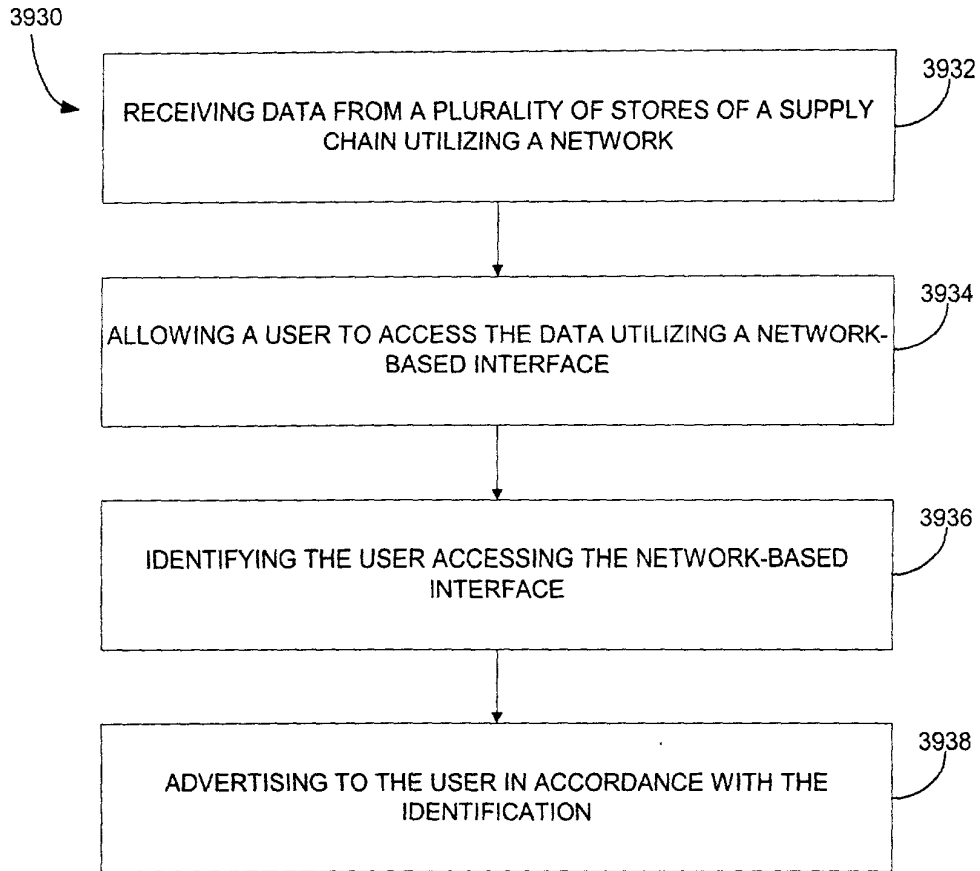


FIG. 37

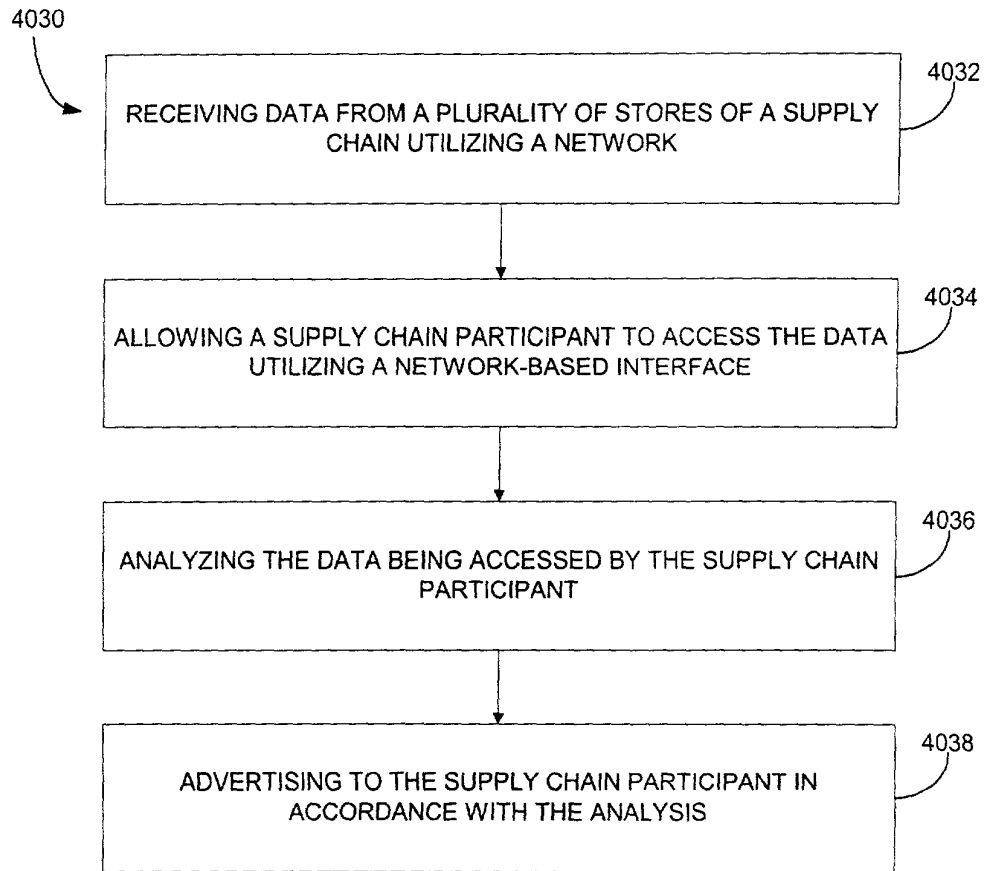


**FIG. 38**

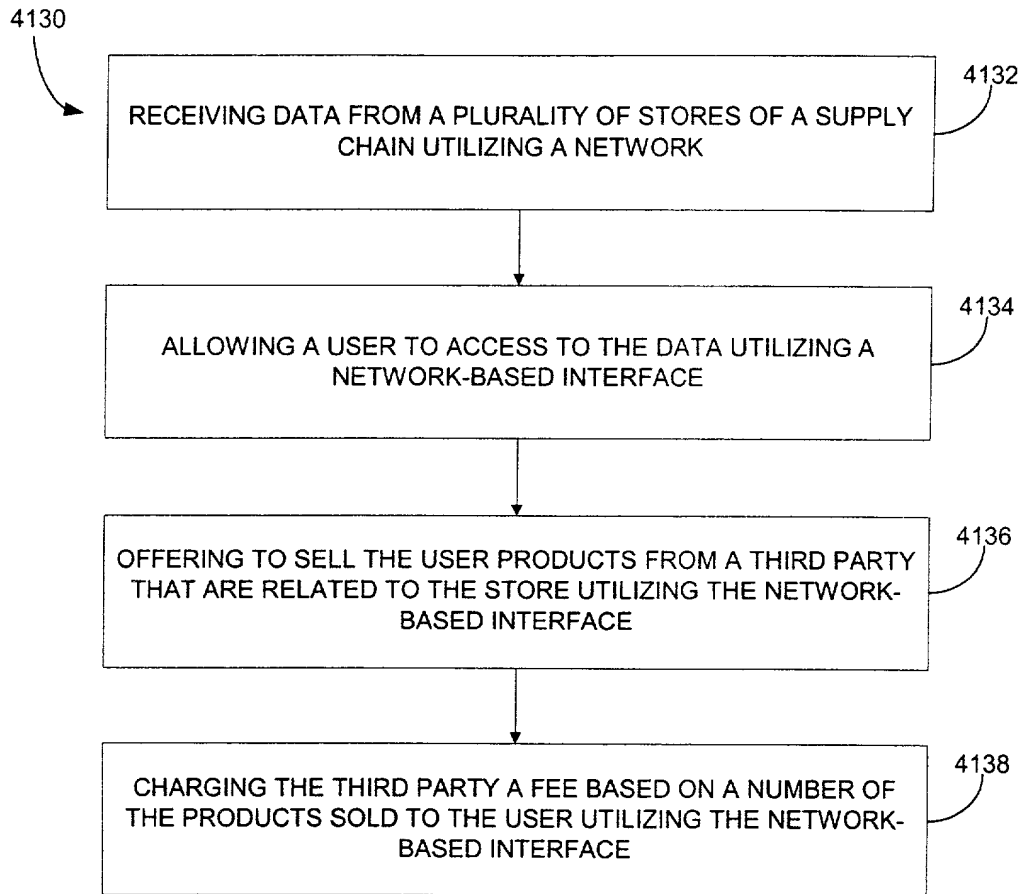


**FIG. 39**

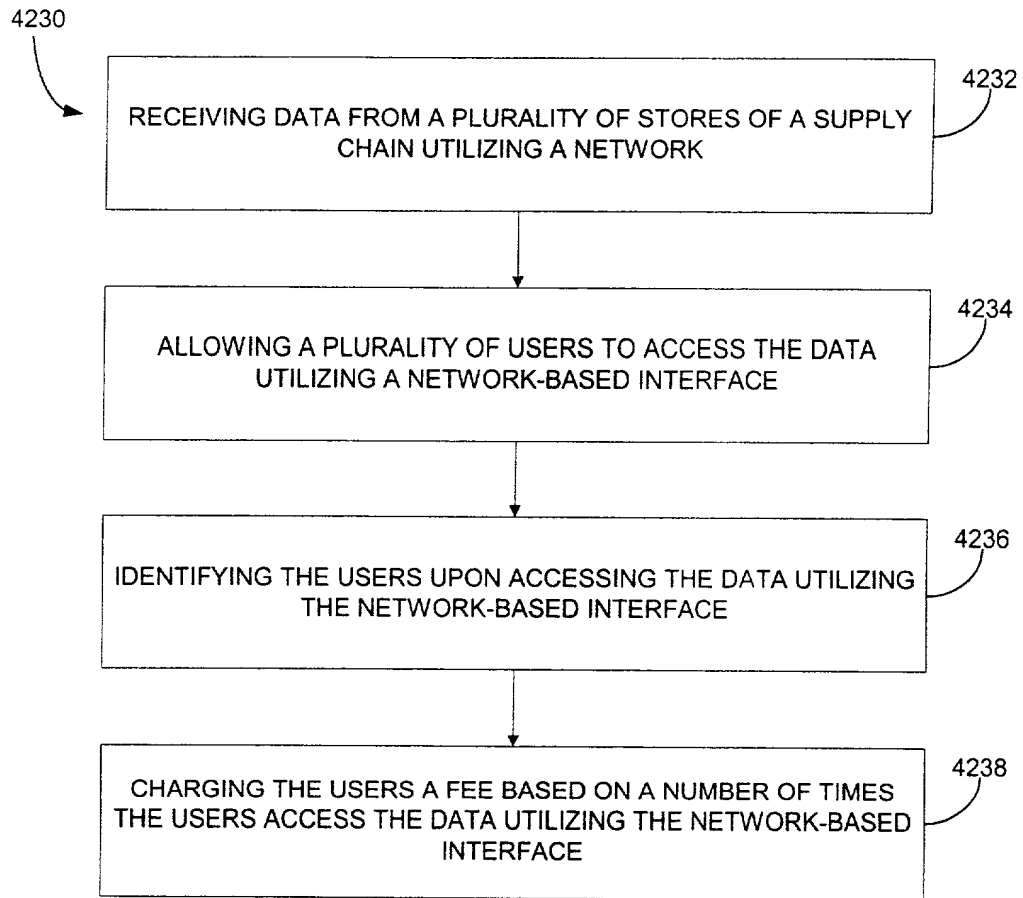




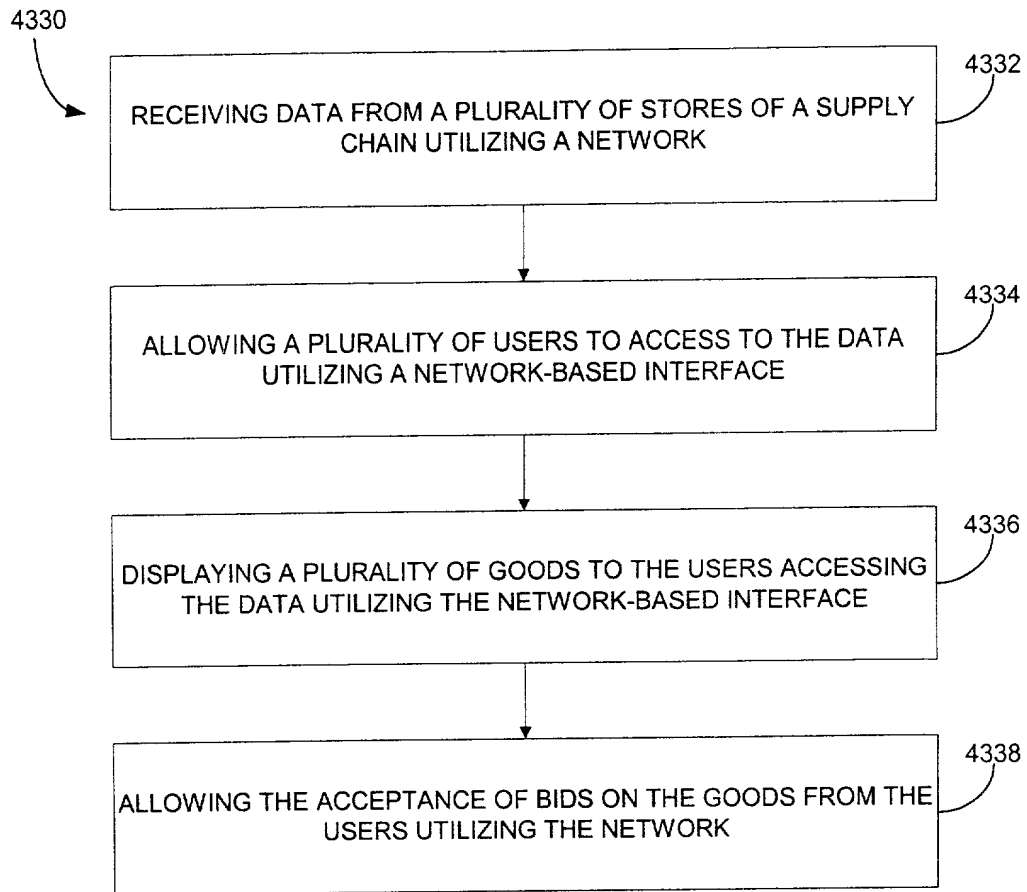
**FIG. 40**



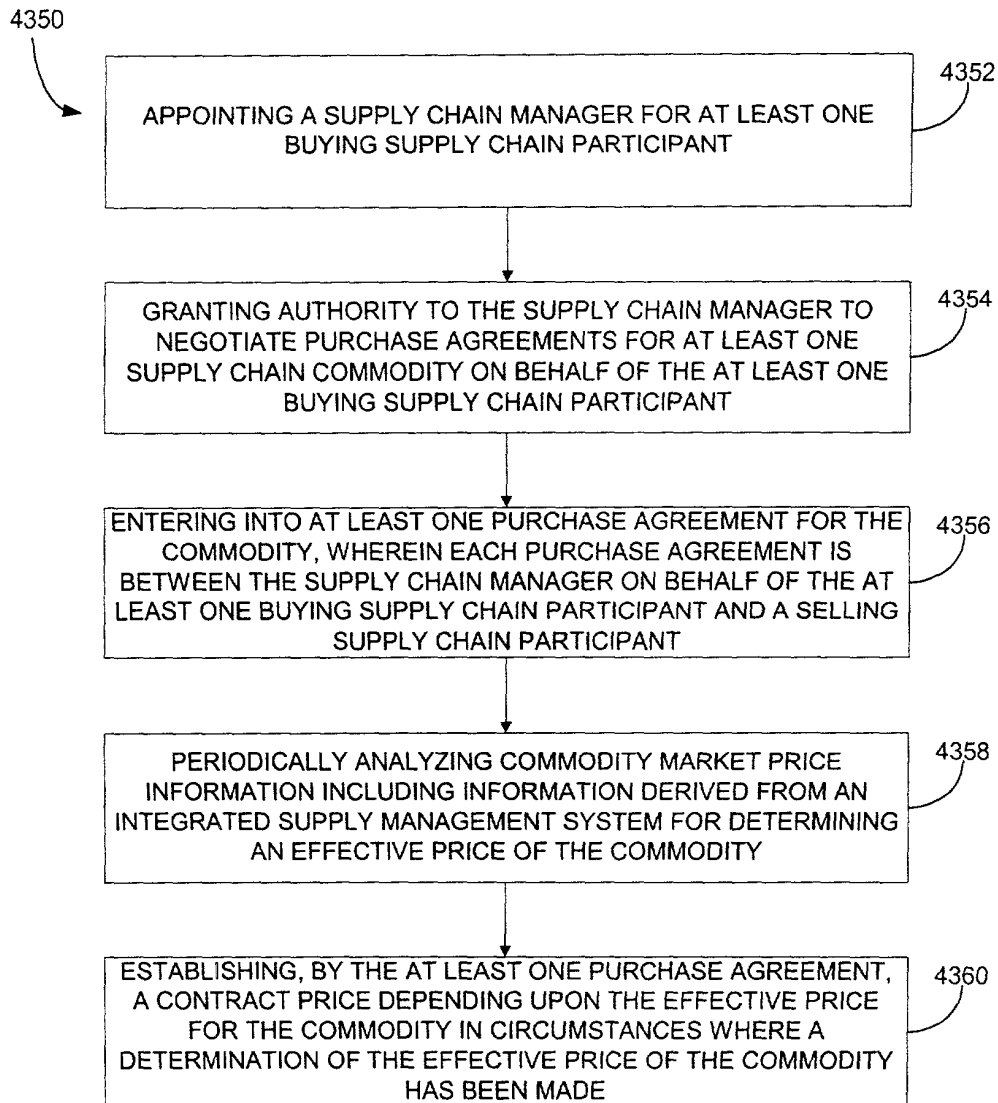
**FIG. 41**



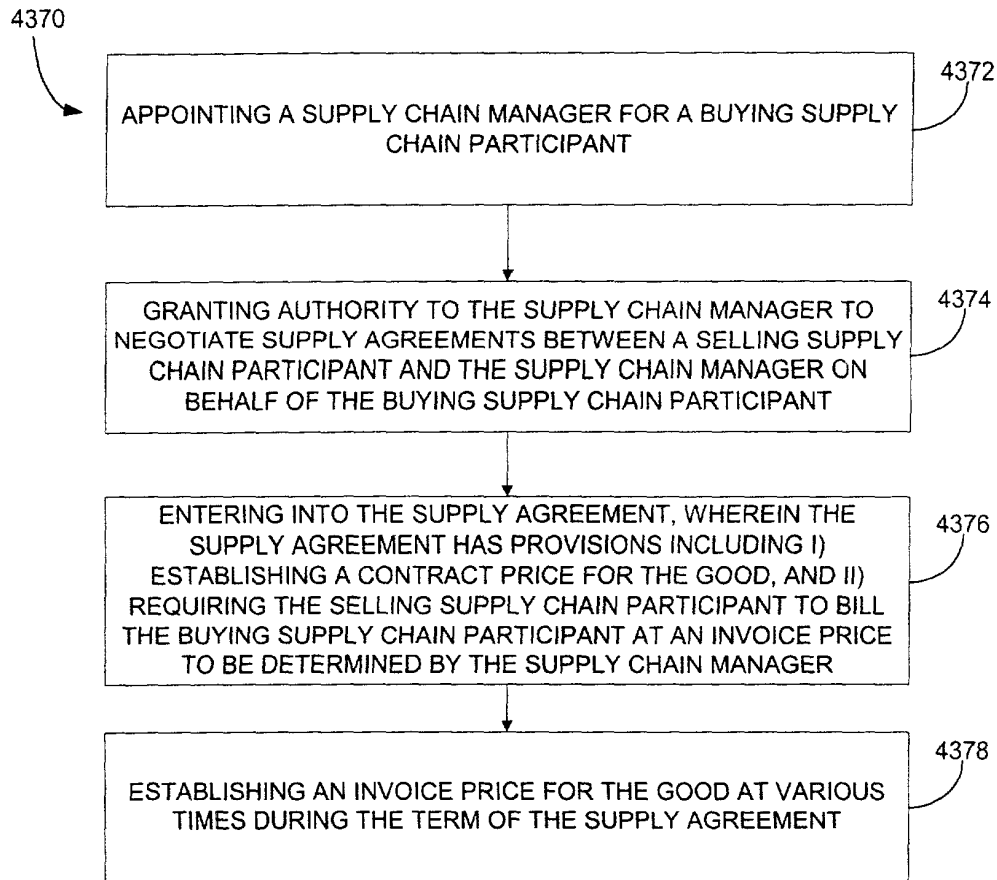
**FIG. 42**



**FIG. 43A**



**FIG. 43B**



**FIG. 43C**

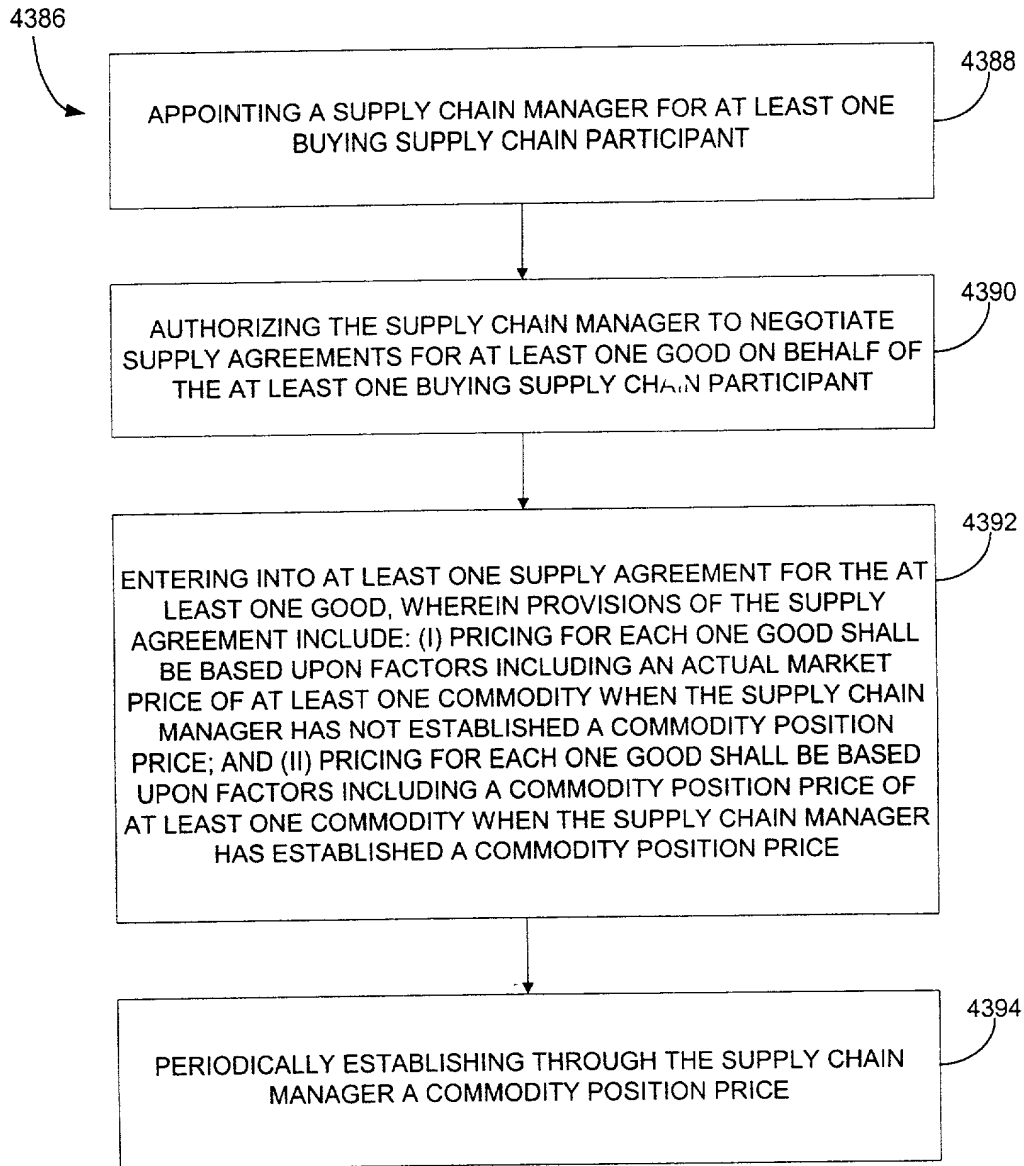


FIG. 43D

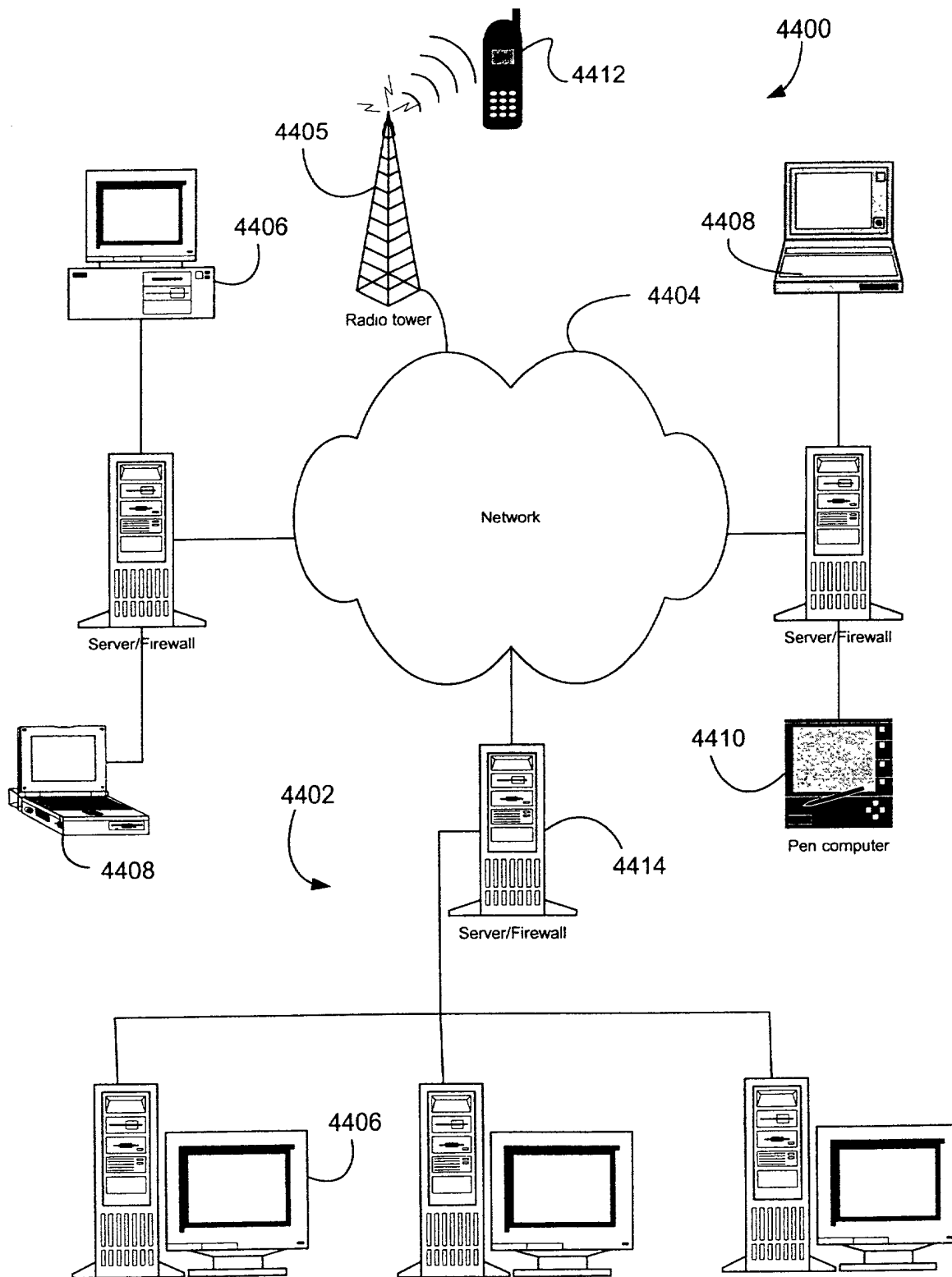


FIG. 44



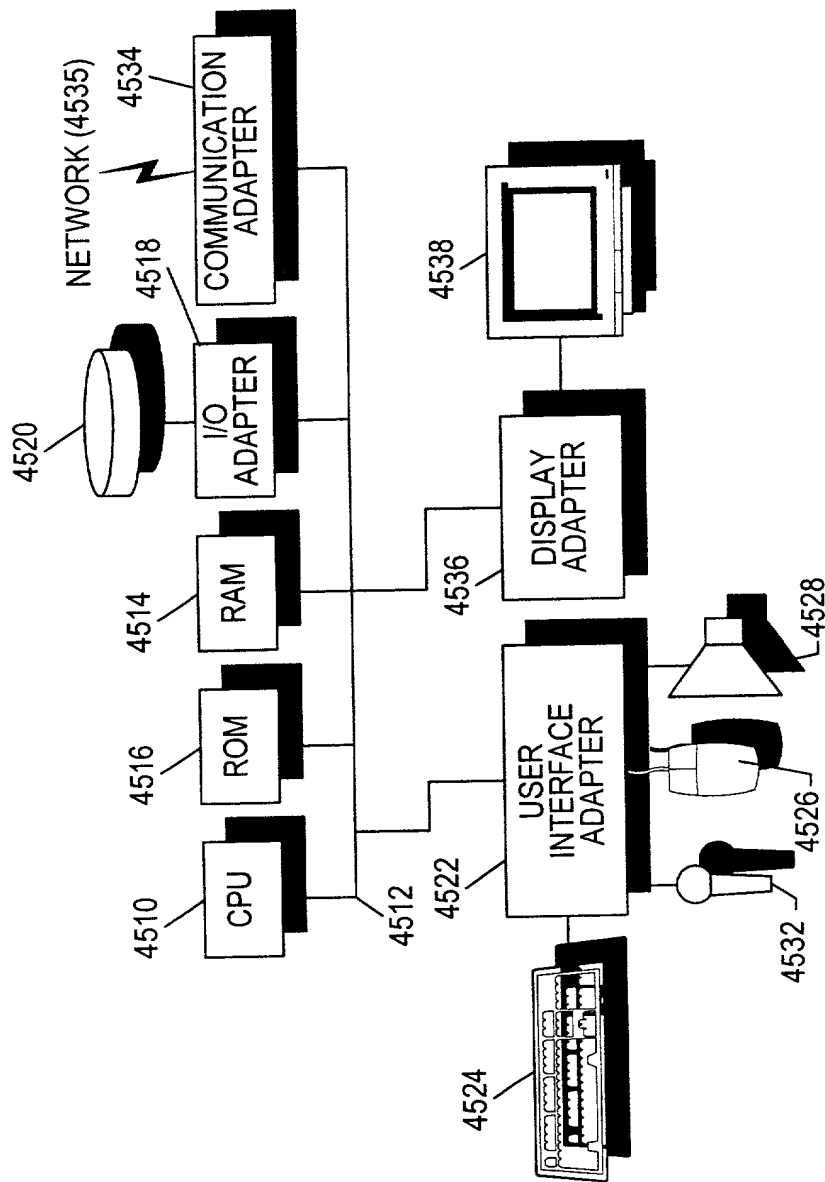
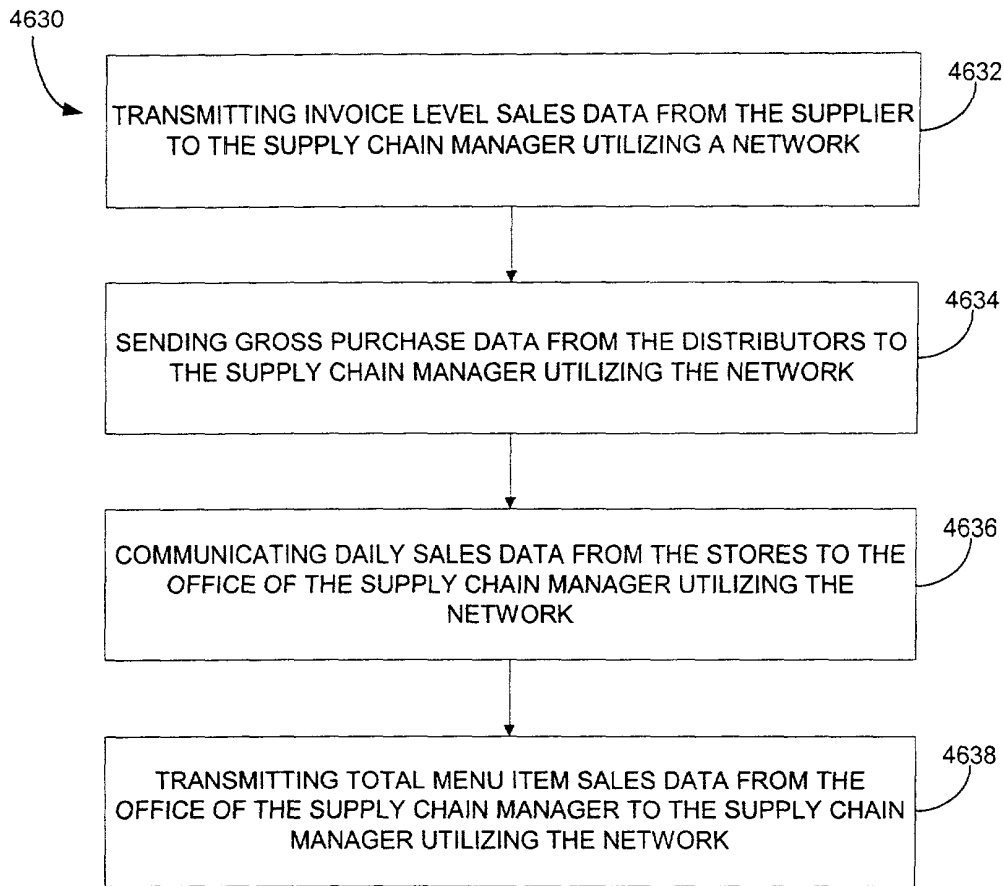
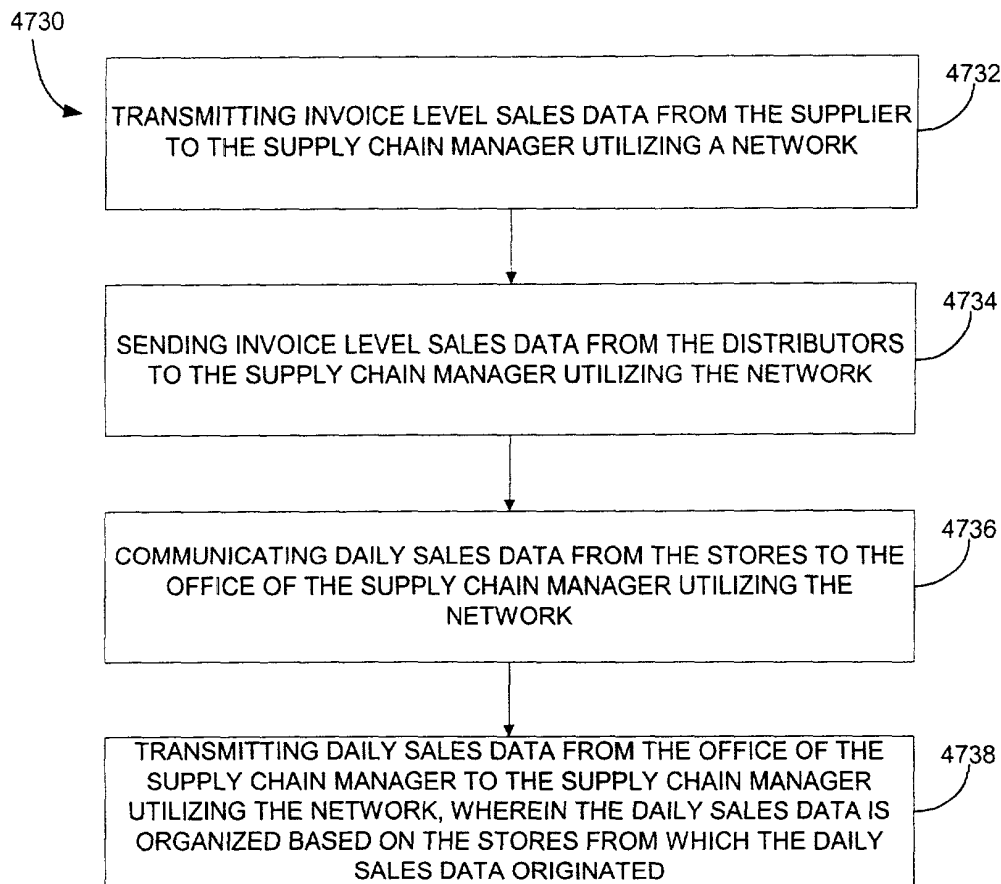


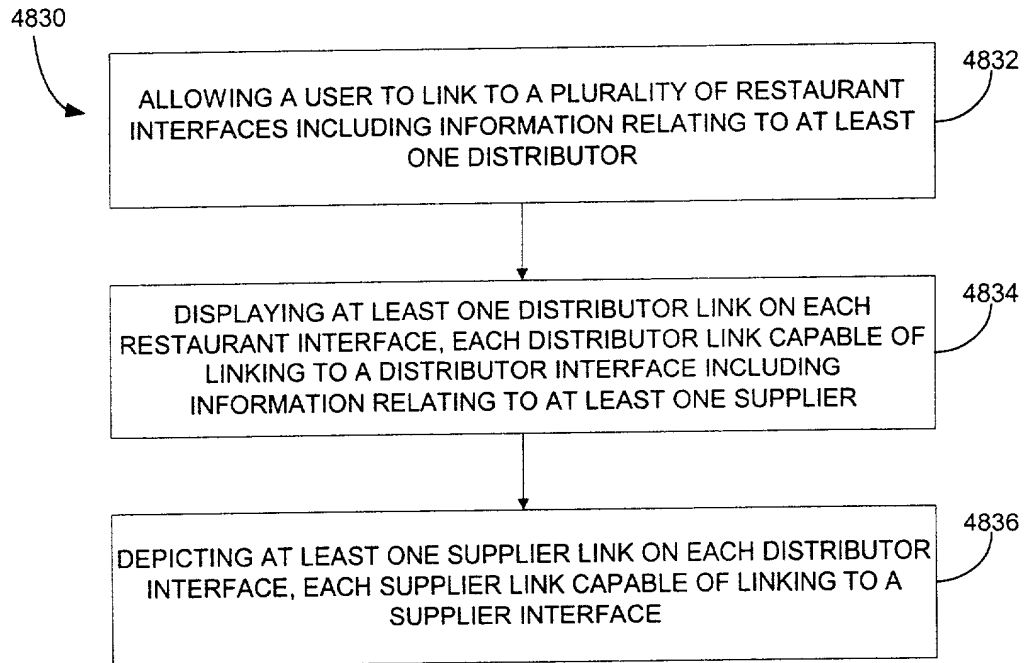
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**

**Restaurant Services, Inc.** - Microsoft Internet Explorer

File Edit View Favorites Tools Help  
Address http://www.rsweb.com/home/index.asp

# RSI

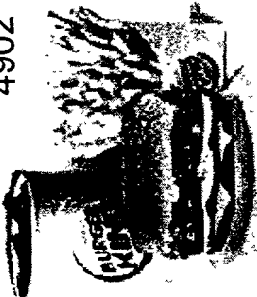
## BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name \_\_\_\_\_ Password \_\_\_\_\_  
Franchisee \*\*\*\*\* Enter Site

Click For Help

### About RSI

4902



4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

4900



RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Contact Information  
[Map/Directions](#)

General Information  
[Legal Information](#)  
[More About RSI](#)  
[Help](#)  
[B-K Link](#)  
[NFA link](#)

Internet

**FIG. 49**

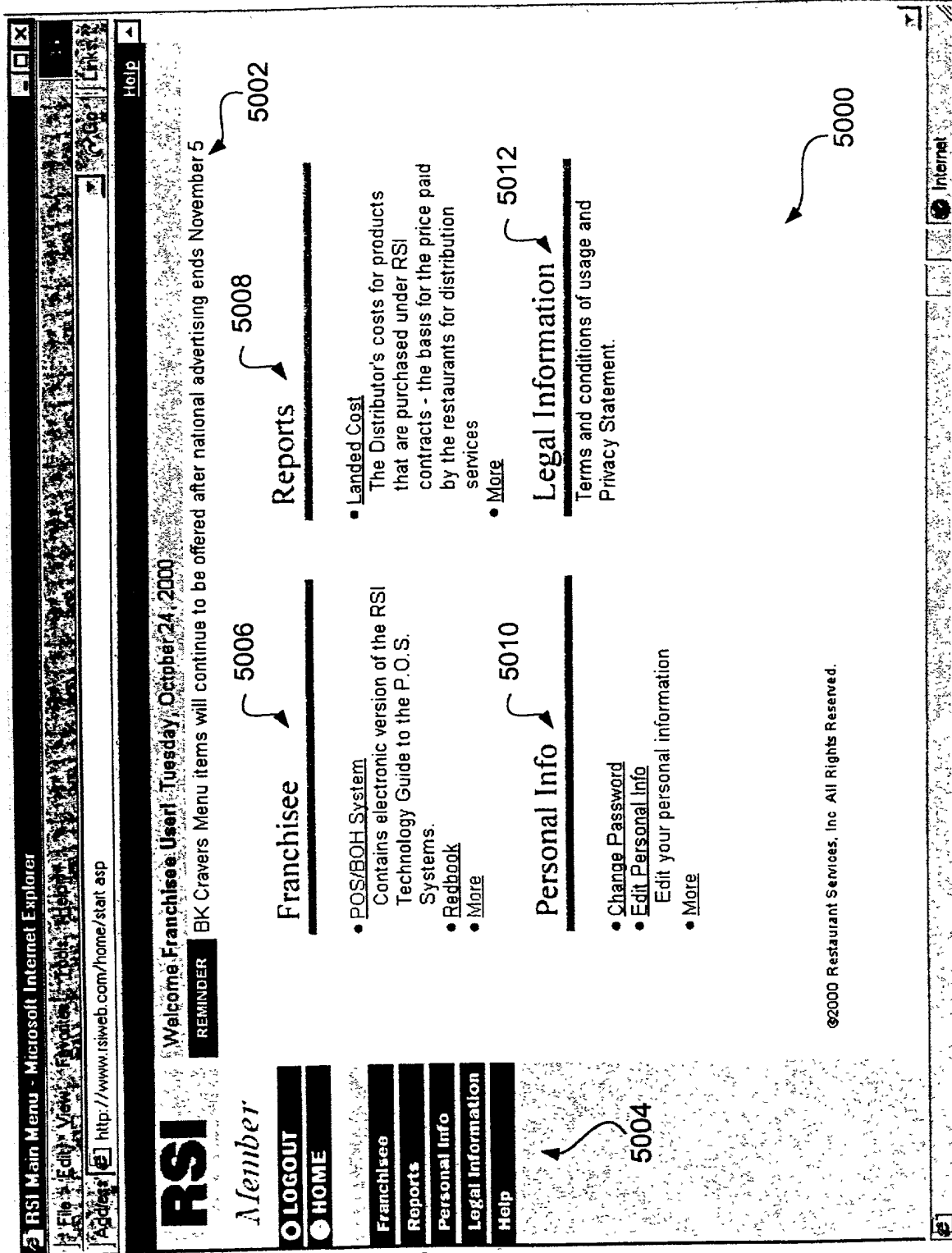
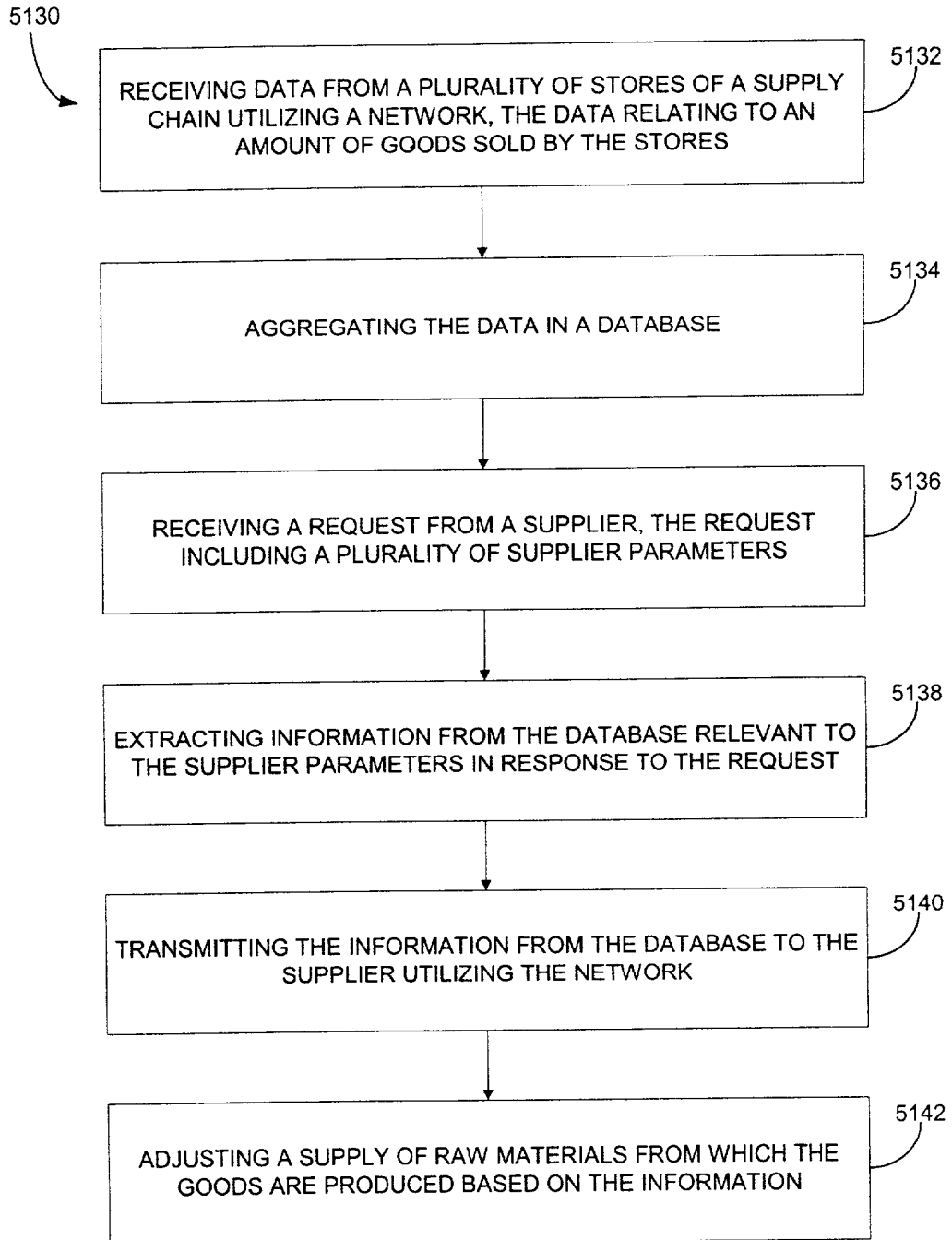
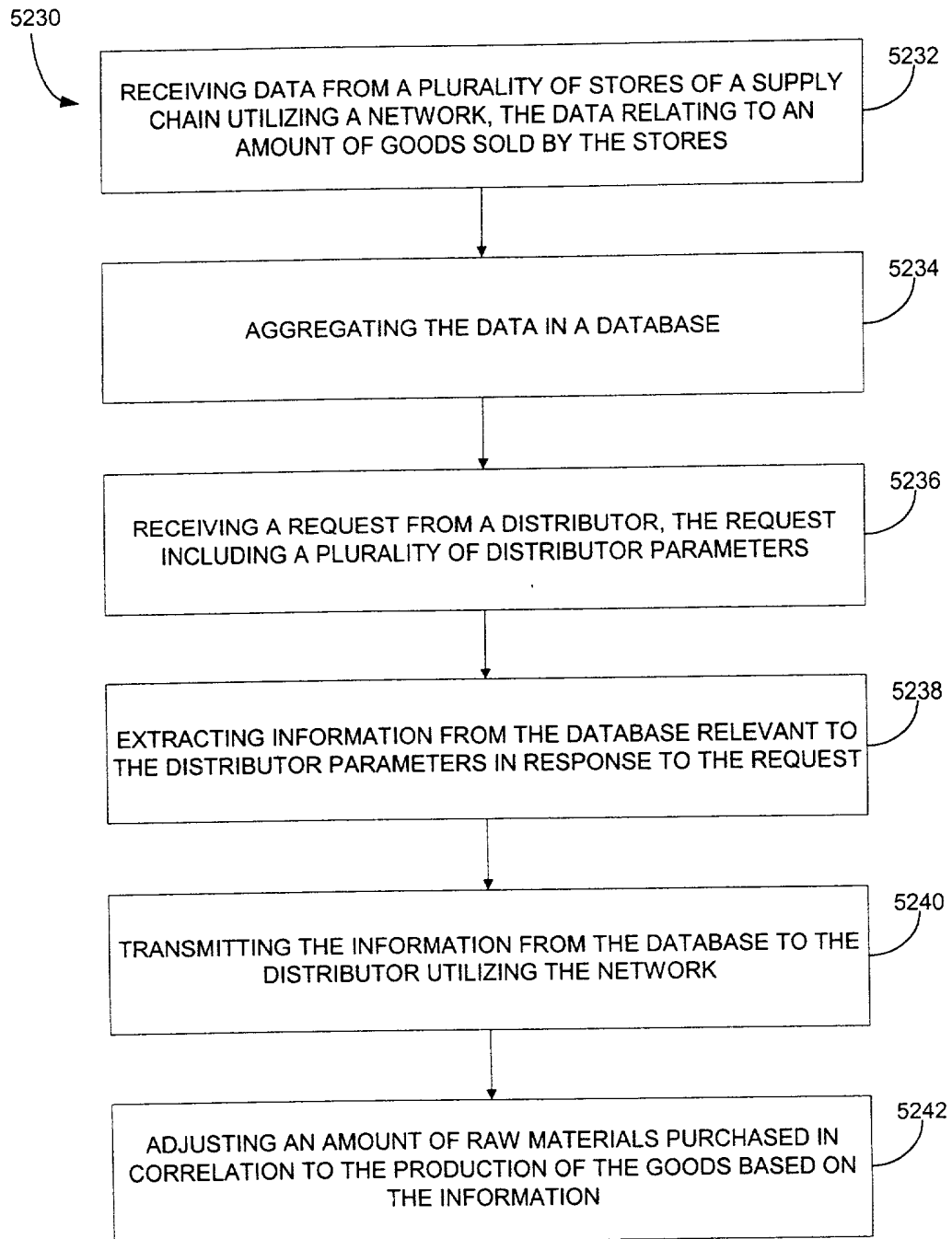


FIG. 50



**FIG. 51**



**FIG. 52**



POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

Address: http://www.rsiweb.com/dc/d\_rtposdaily.asp

Help

**RSI**  
Distributor

**LOGOUT**  
**HOME**

**Reports**  
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Printer Friendly Version

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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DC Item No	Item Description	% Chg 14 Day Avg	14 Day Rolling Total Cases														Week Ending Total			
			10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
18988	SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	16	16	16	16	16	16	16	16	16	16	16	16	16	16
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	16	14	14	14	14	14	14	14	14	14	14	14	14	
24340	MAYONNAISE: BULK BK	0.00%	134	107	211	173	166	154	154	153	150	200	206	175	155	151	1184	1146	1142	1109
24966	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	27	24	24	189	178	186	178
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	10	9	9	70	71	66	68
26462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	3	2	2	18	15	8	9
27062	KETCHUP: BULK BAG IN BOX	0.00%	86	134	142	116	104	102	101	100	130	139	115	105	102	796	771	776	743	
27690	KETCHUP 10g BK	0.00%	127	194	205	180	143	142	139	144	197	160	142	140	1112	1070	1078	1044		

Done Internet

FIG. 53

709020" 26857860

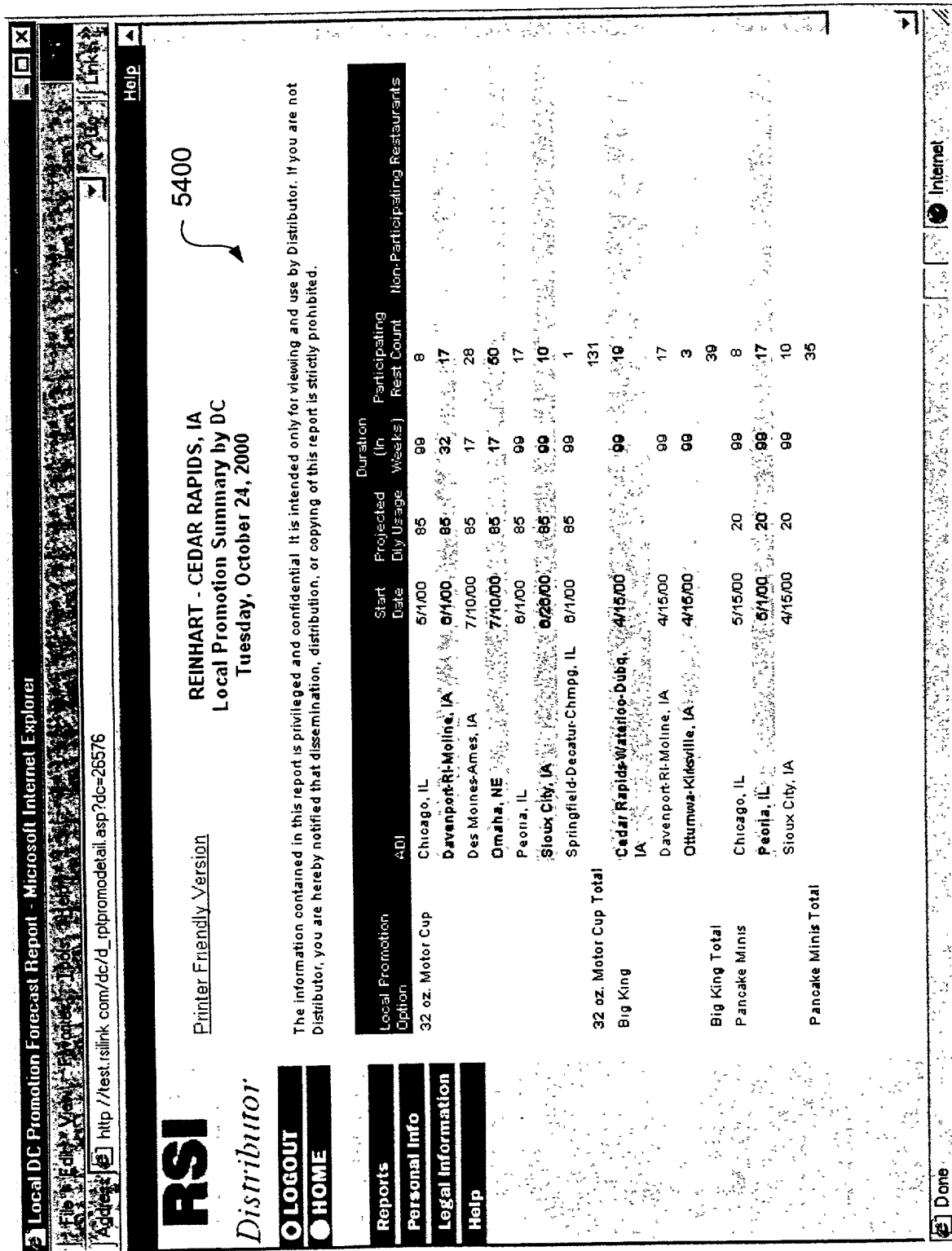


FIG. 54



T09070" 4685T860

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

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Landed Cost Report

Restaurant Number 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

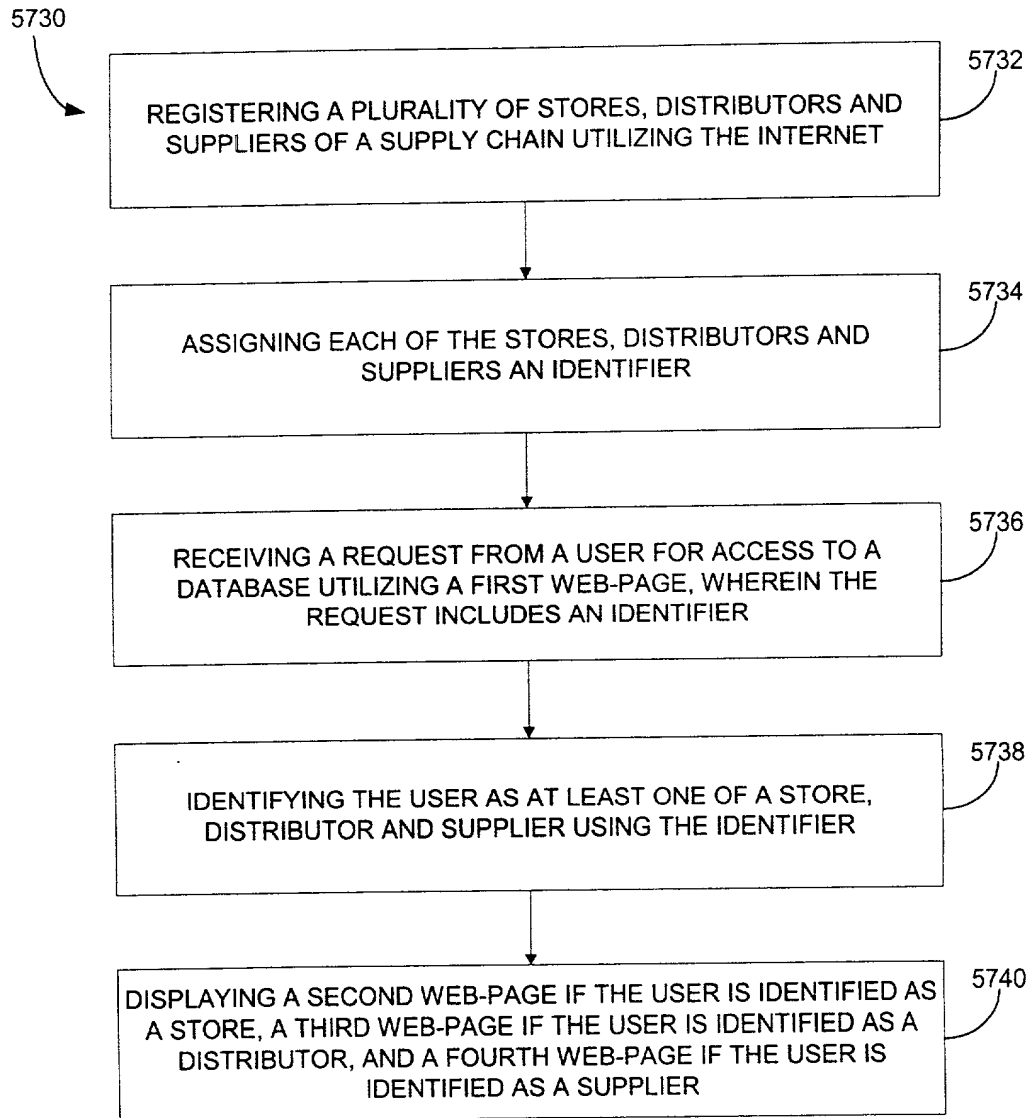
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 165	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18980	369	SAUCE-BULK KRAFT BULL EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 3 GAL	\$6.46	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATERICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

Done Internet

FIG. 56



**FIG. 57**

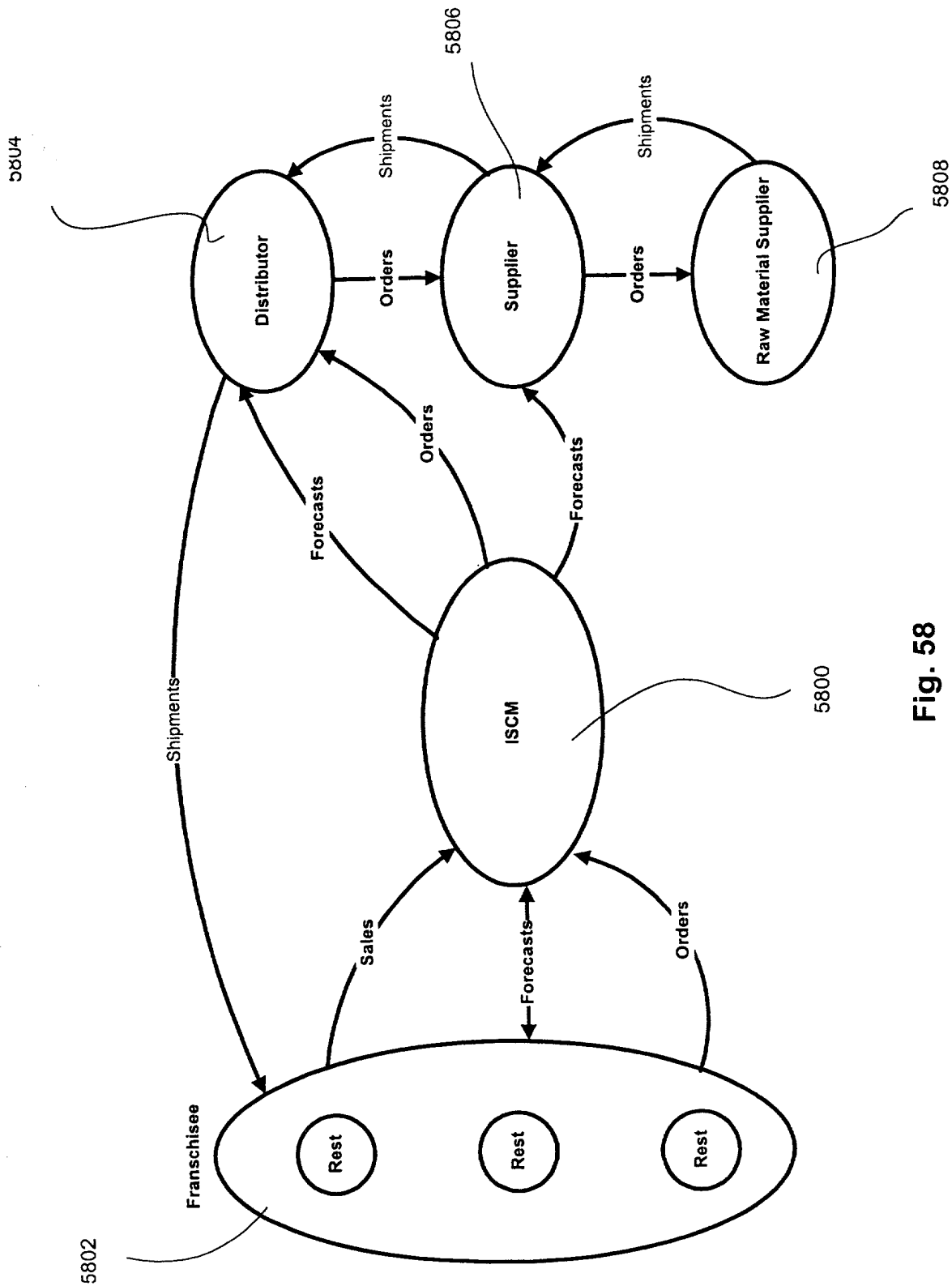
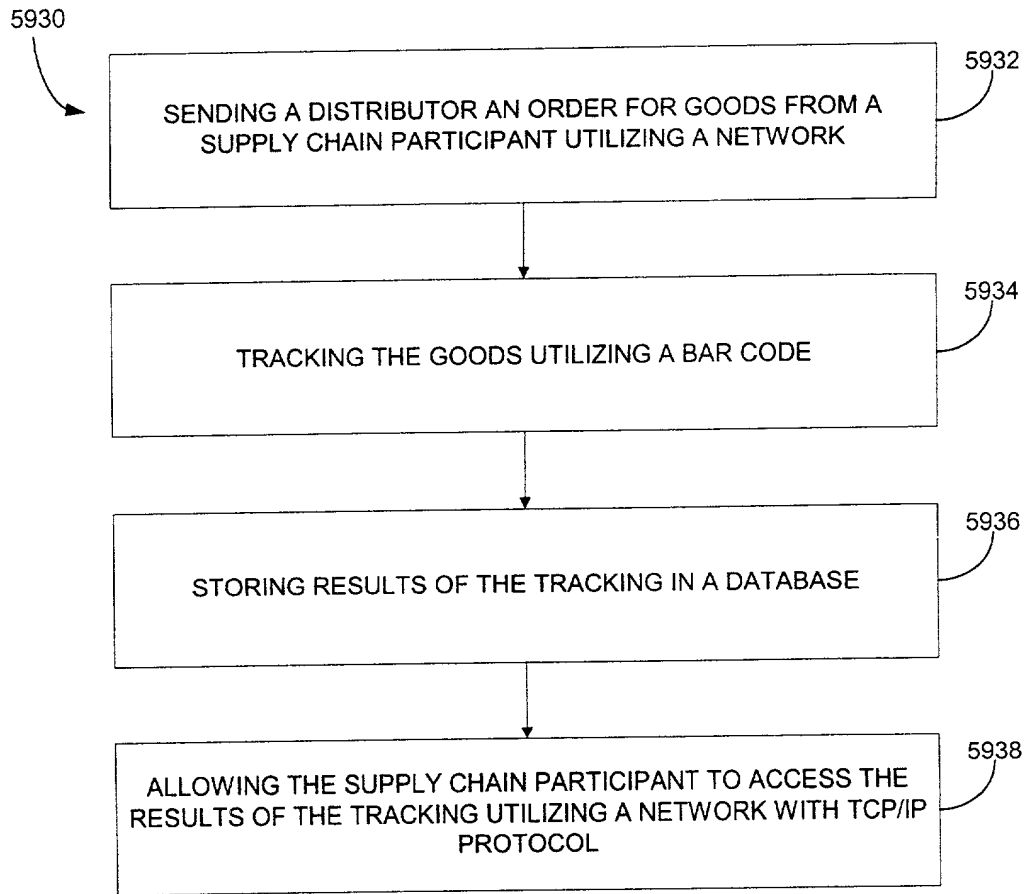


Fig. 58



**FIG. 59**





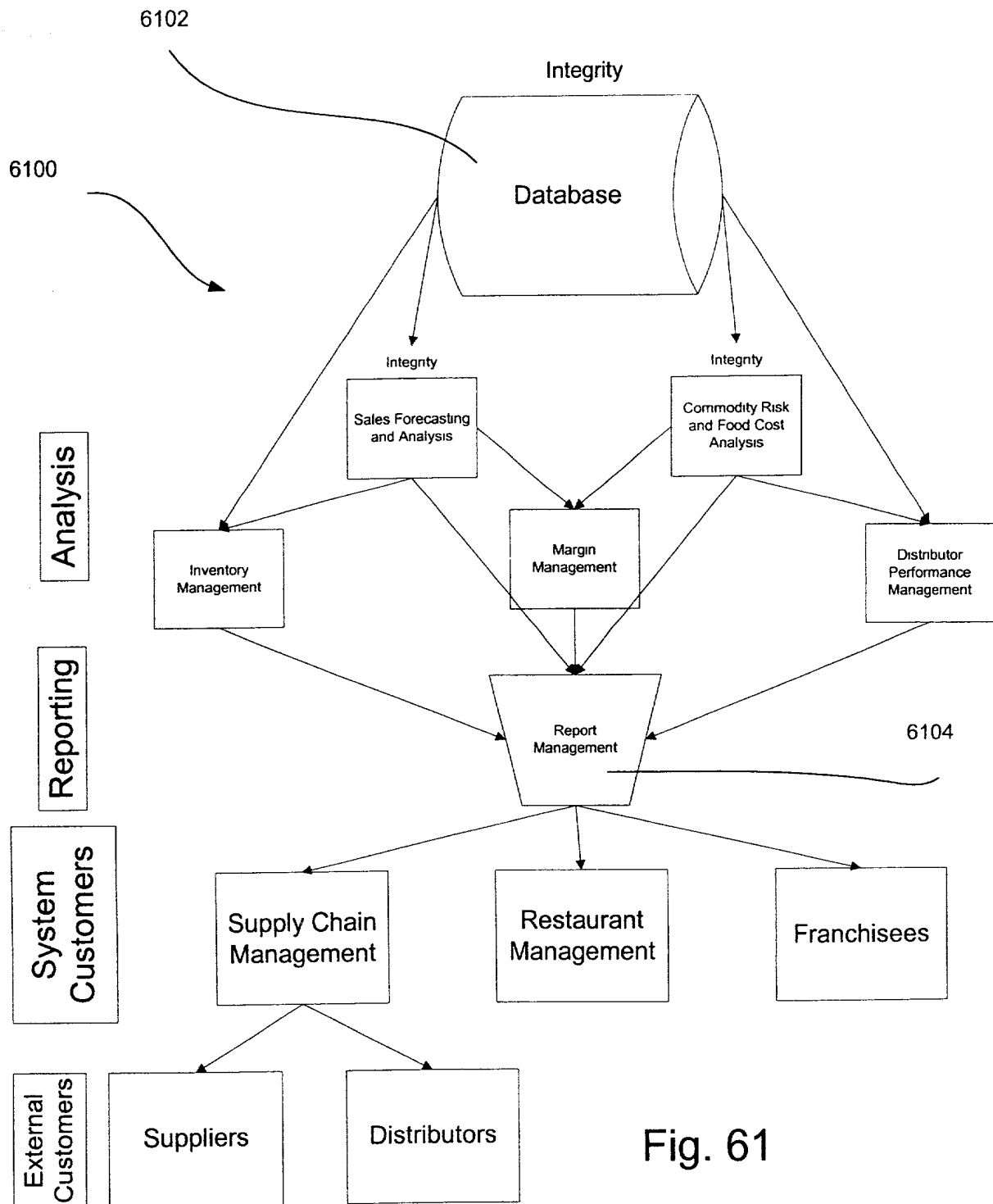
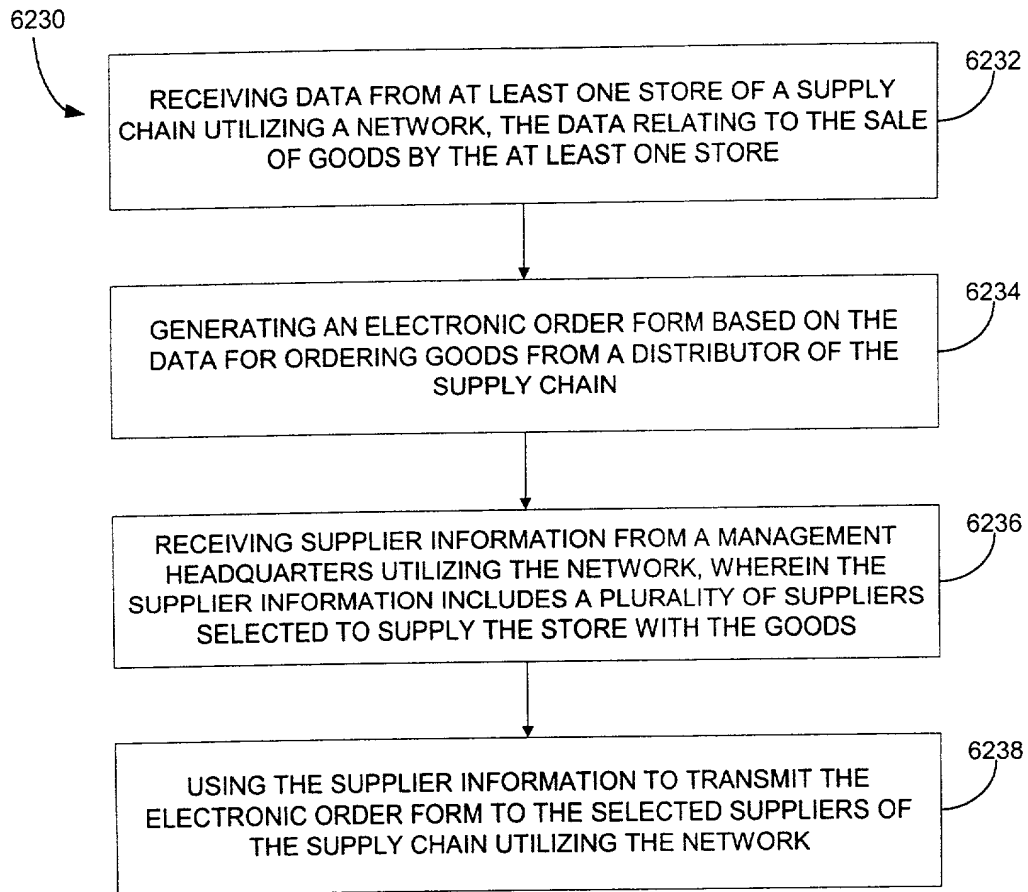


Fig. 61



**FIG. 62**

6300

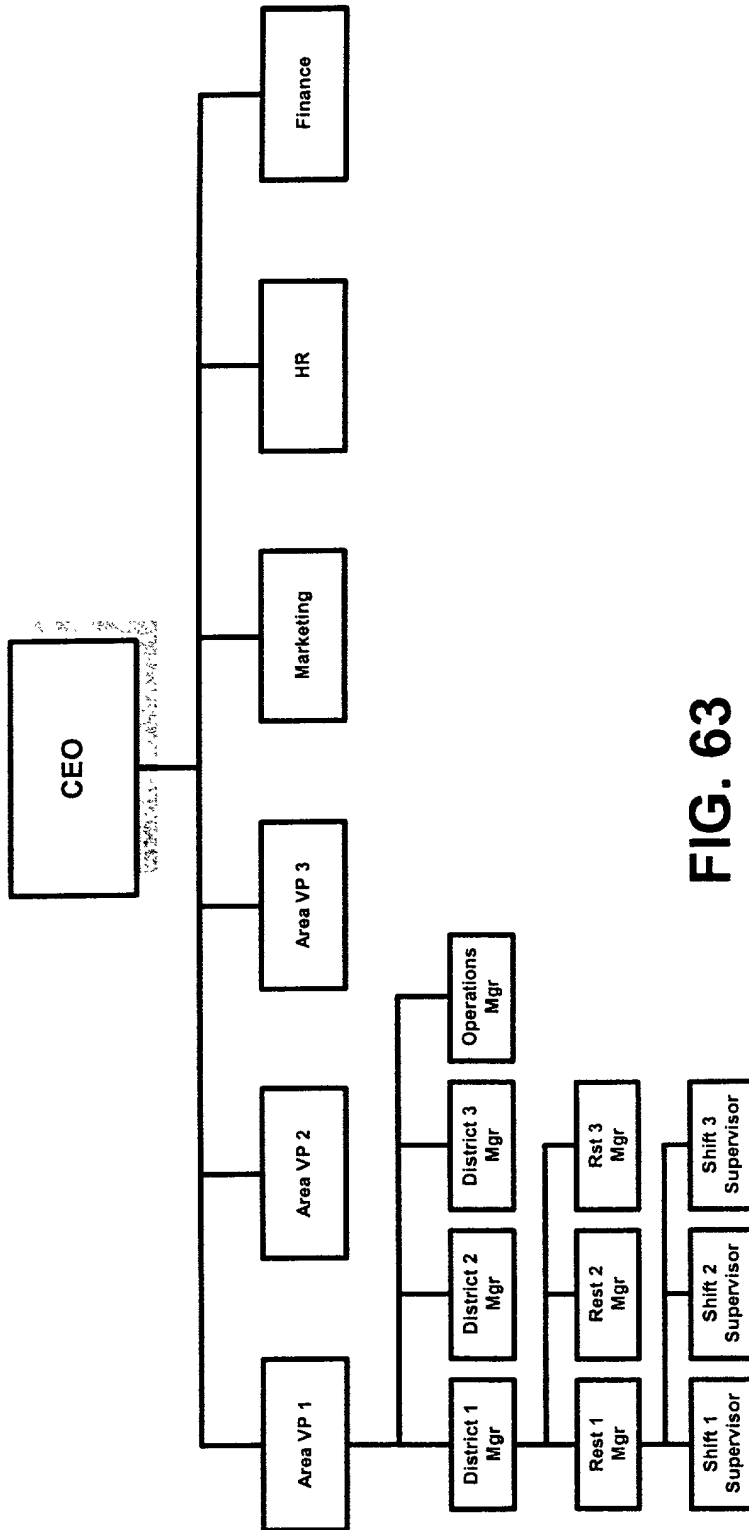
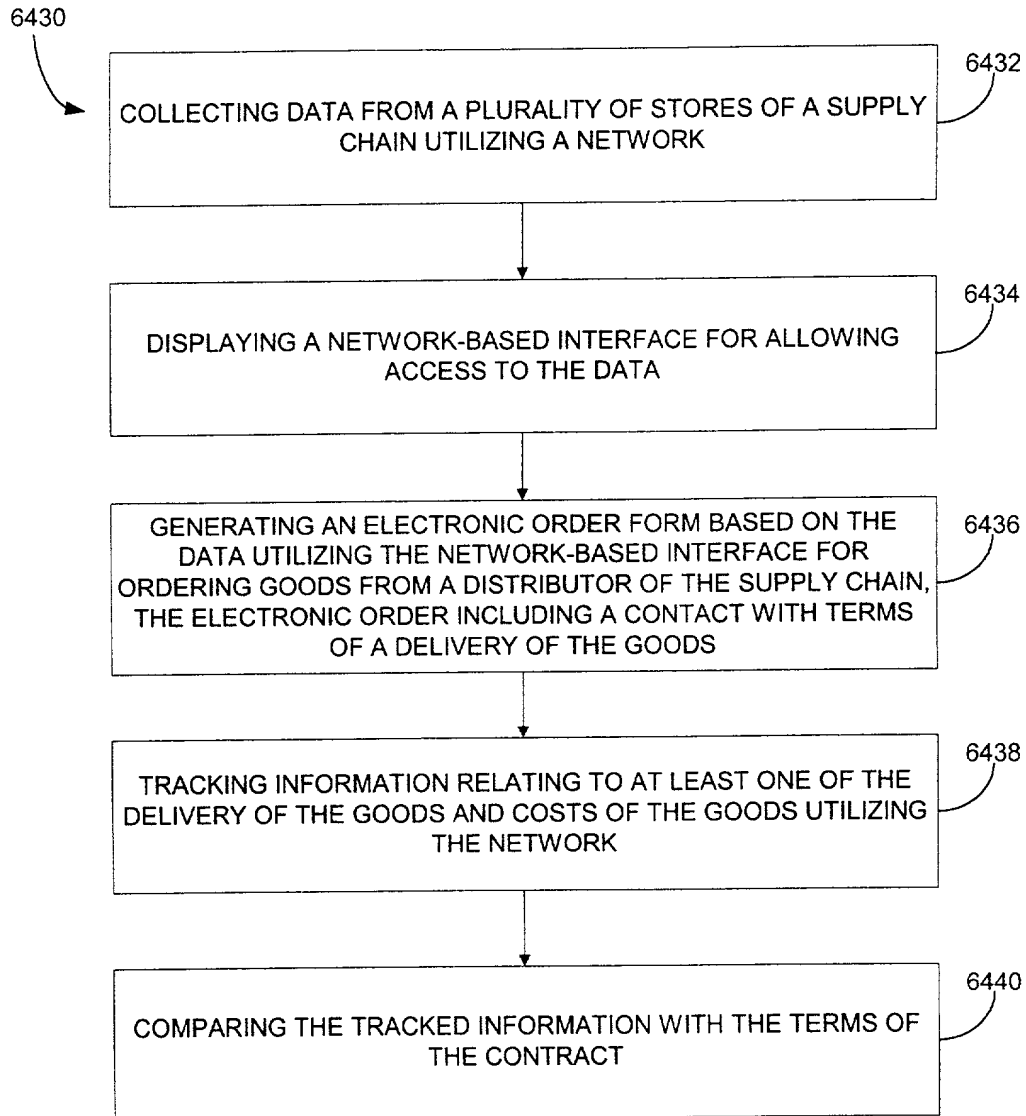
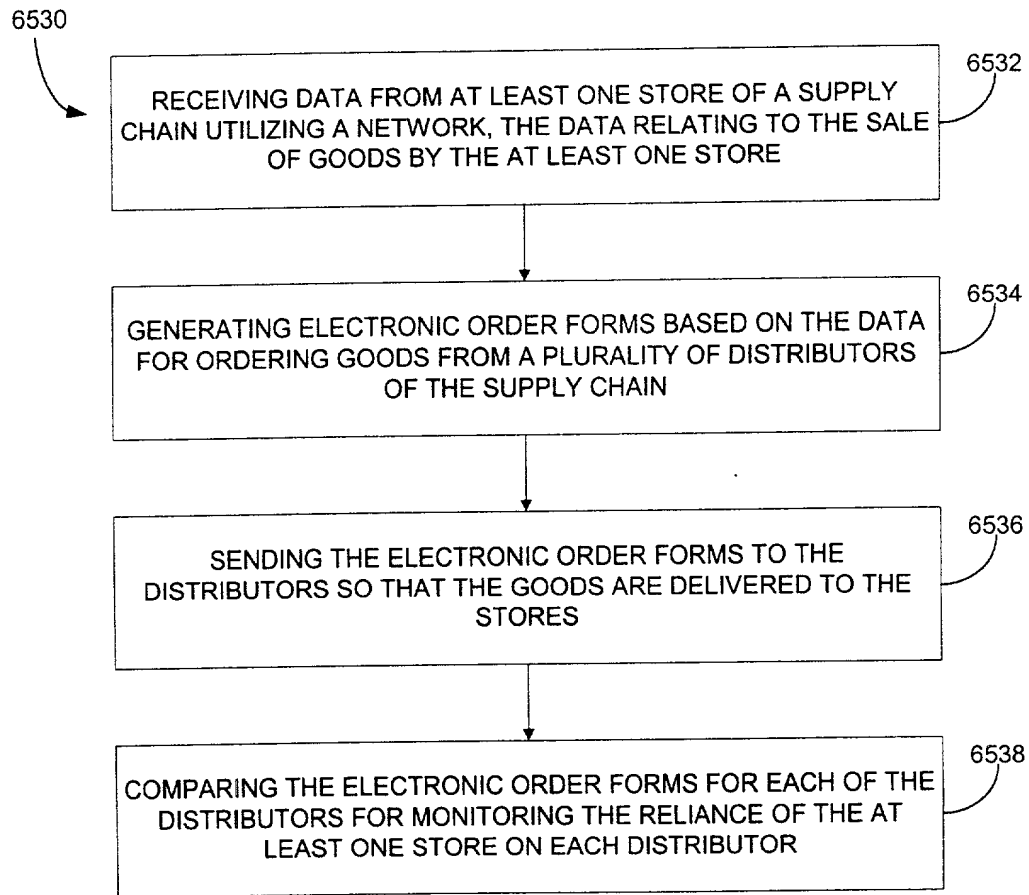


FIG. 63

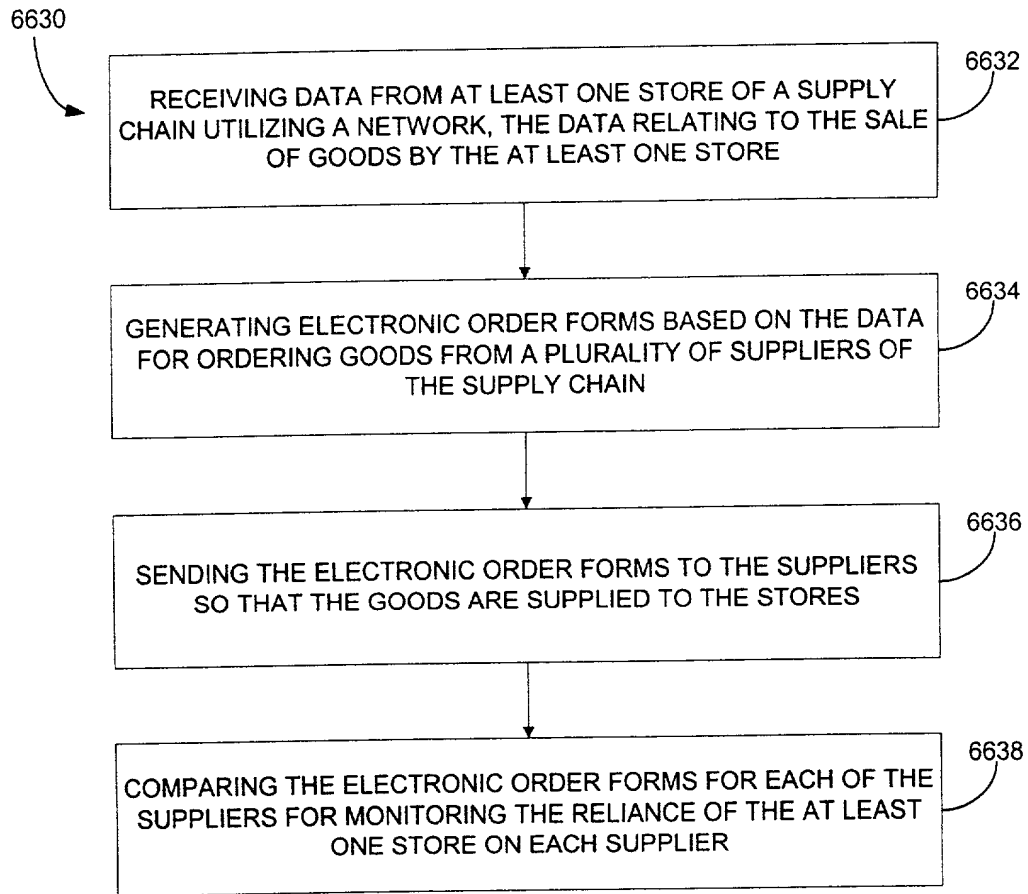


**FIG. 64**

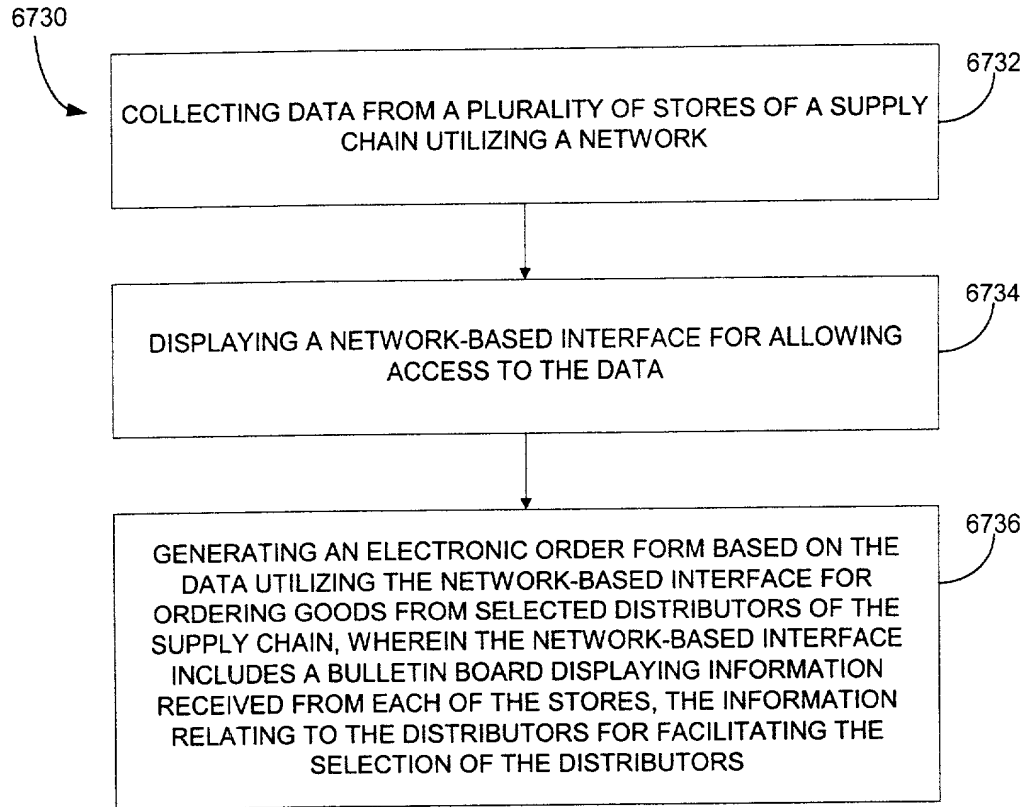
FIG. 65



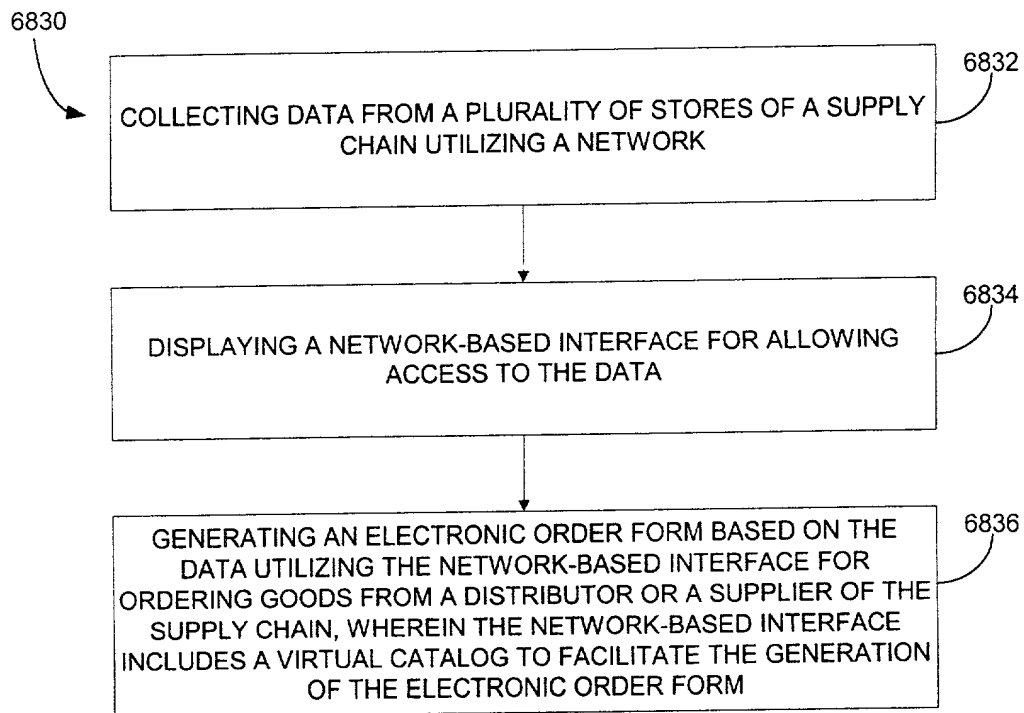
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**



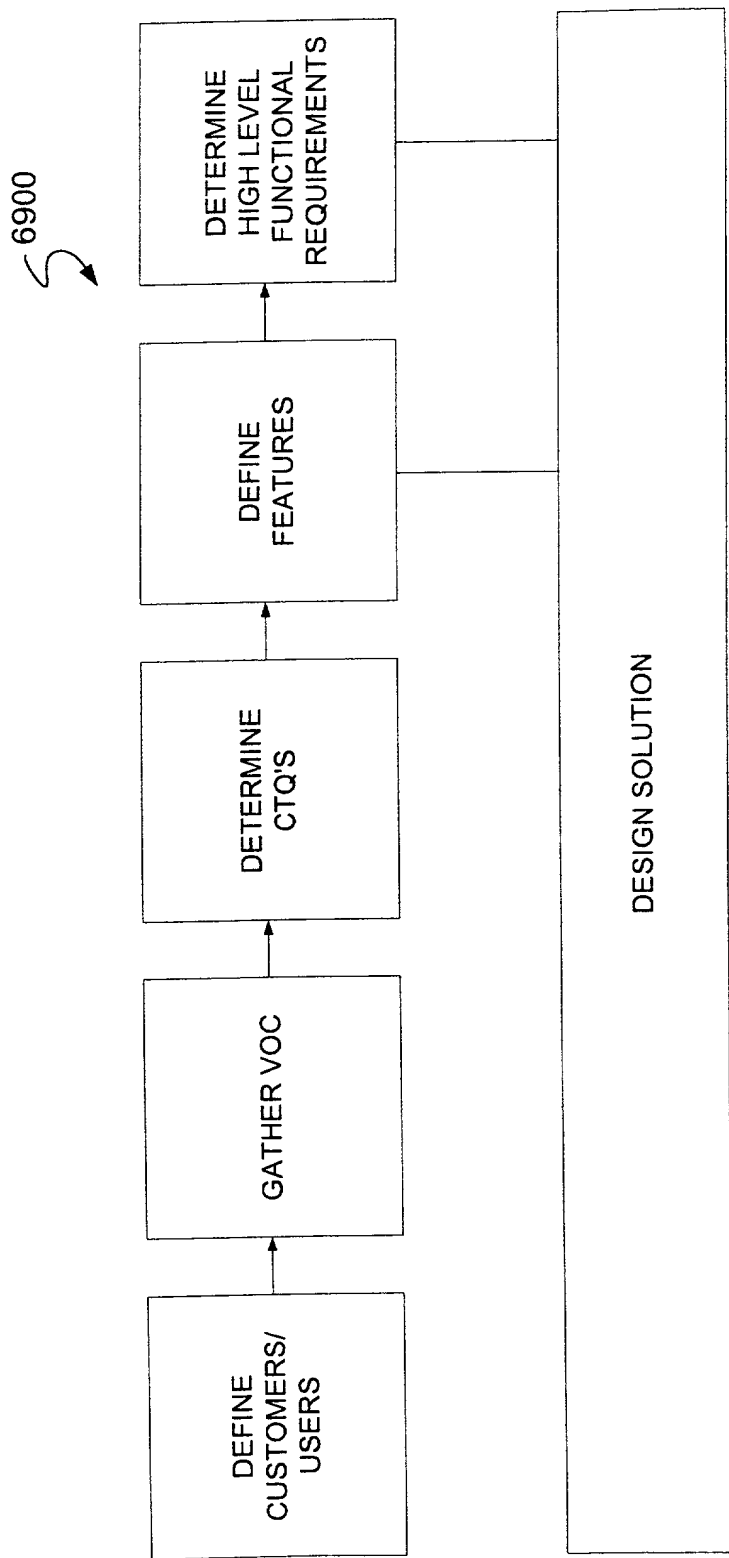


FIG. 69

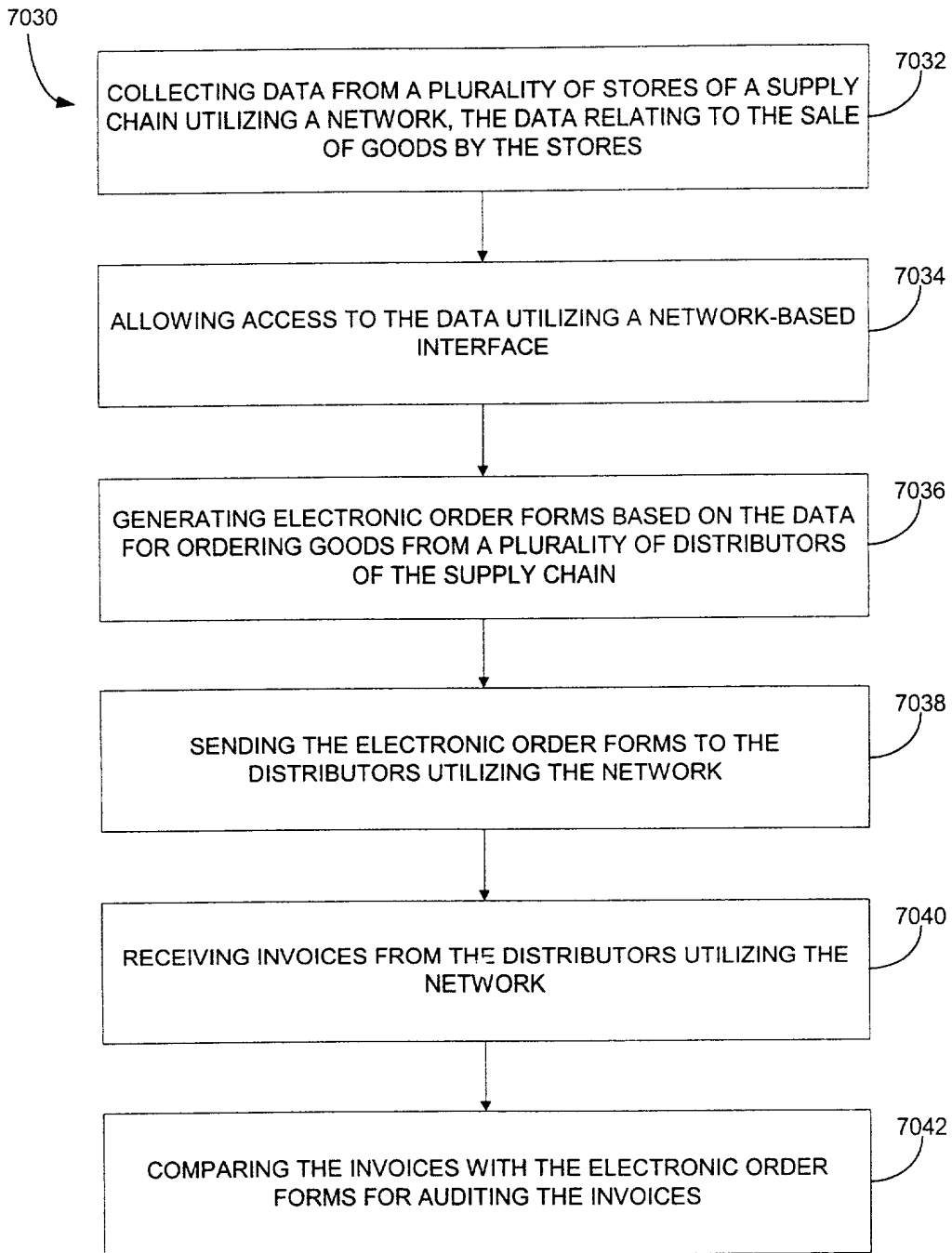
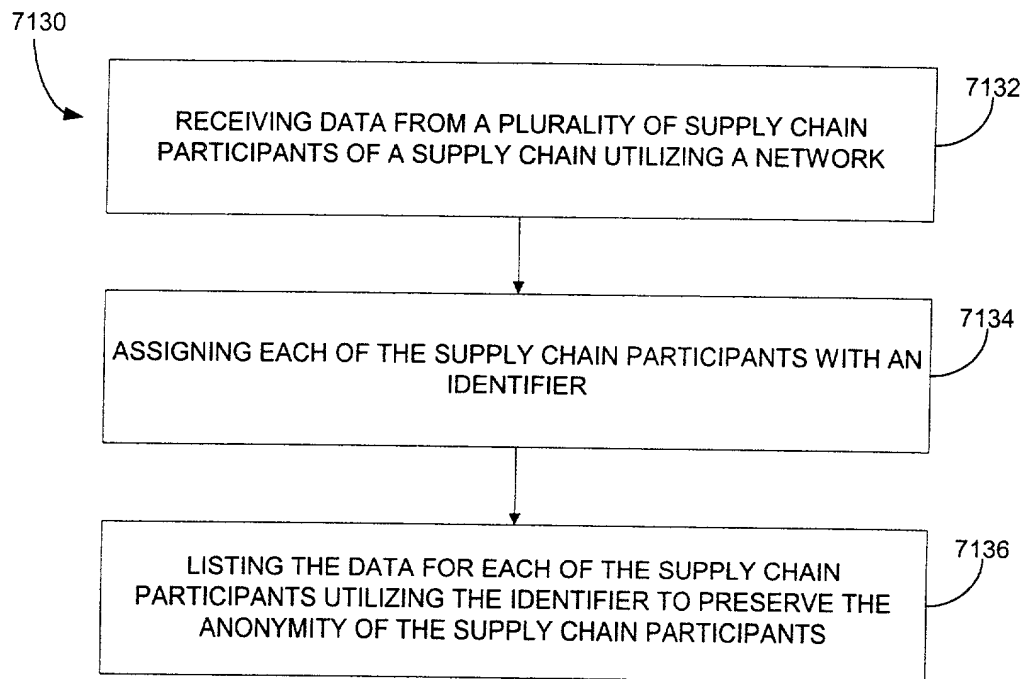


FIG. 70



**FIG. 71**

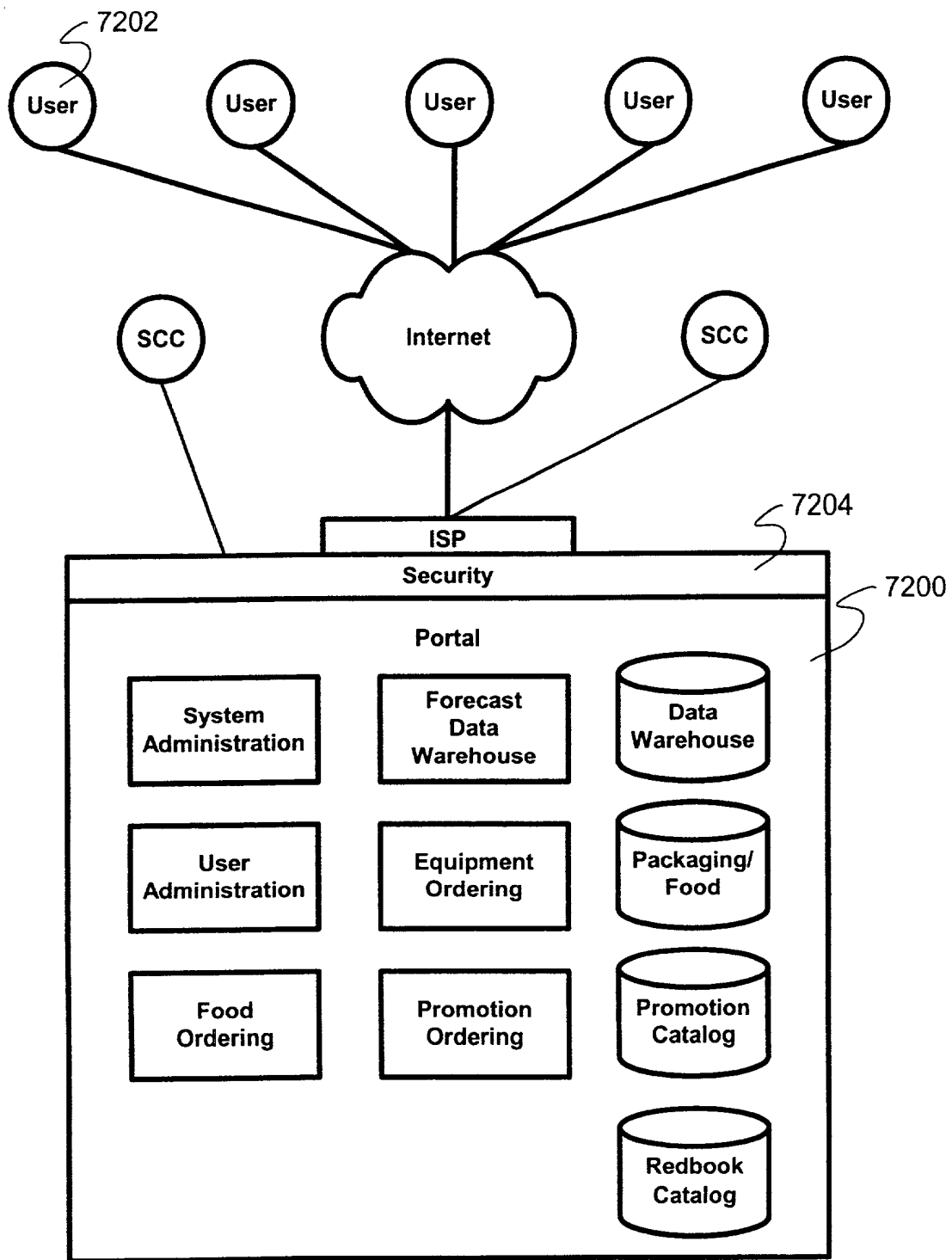


FIG. 72

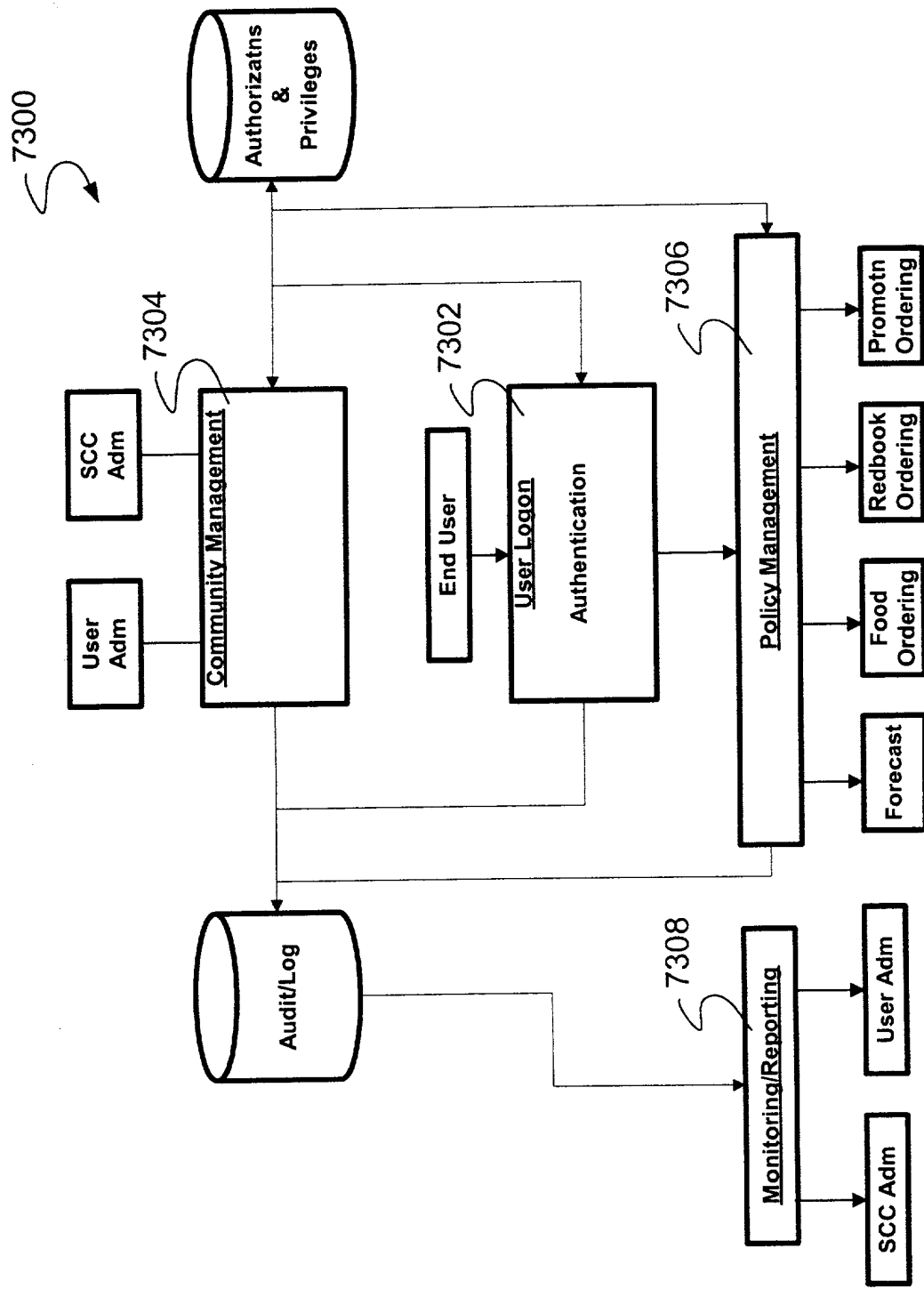


FIG. 73

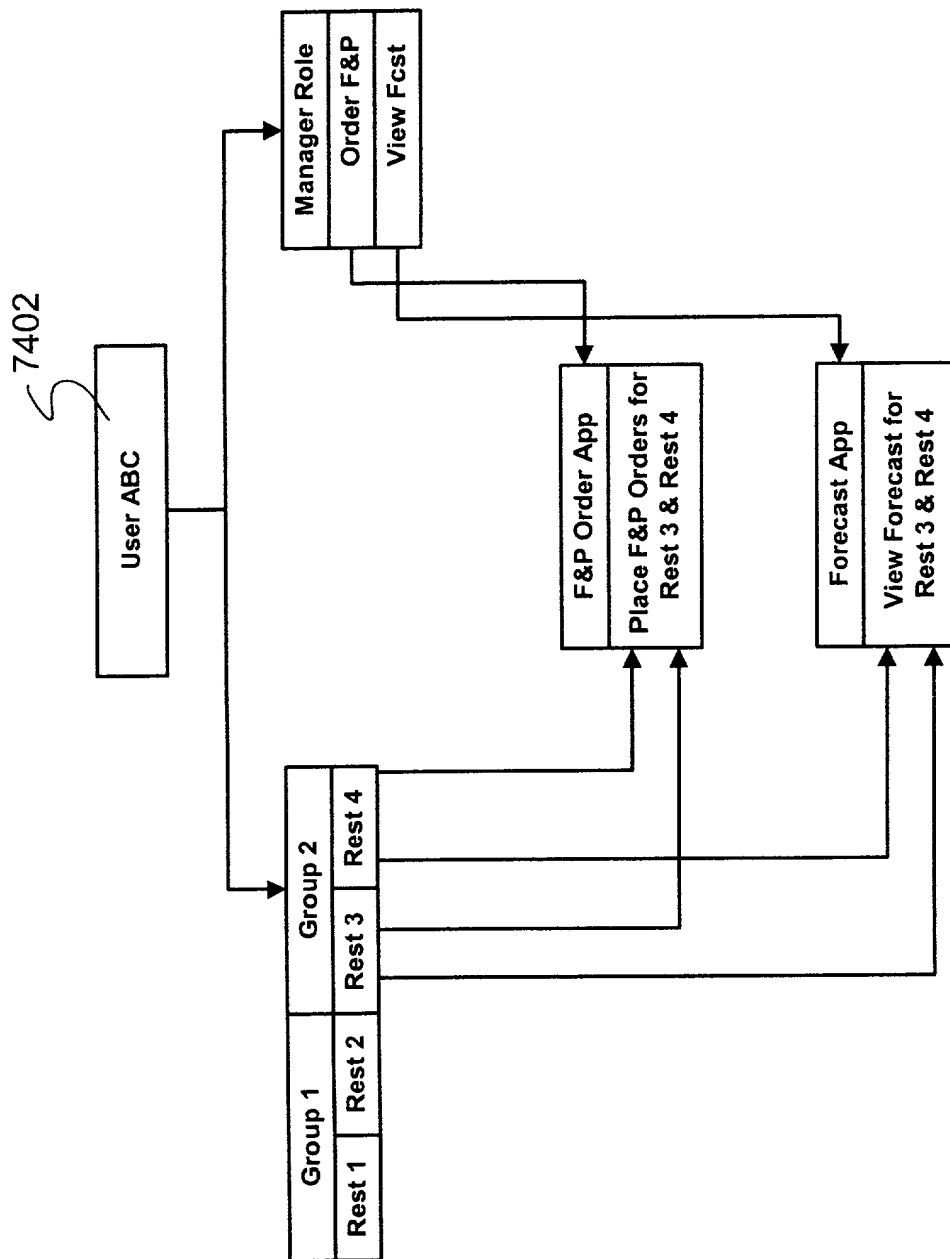


FIG. 74

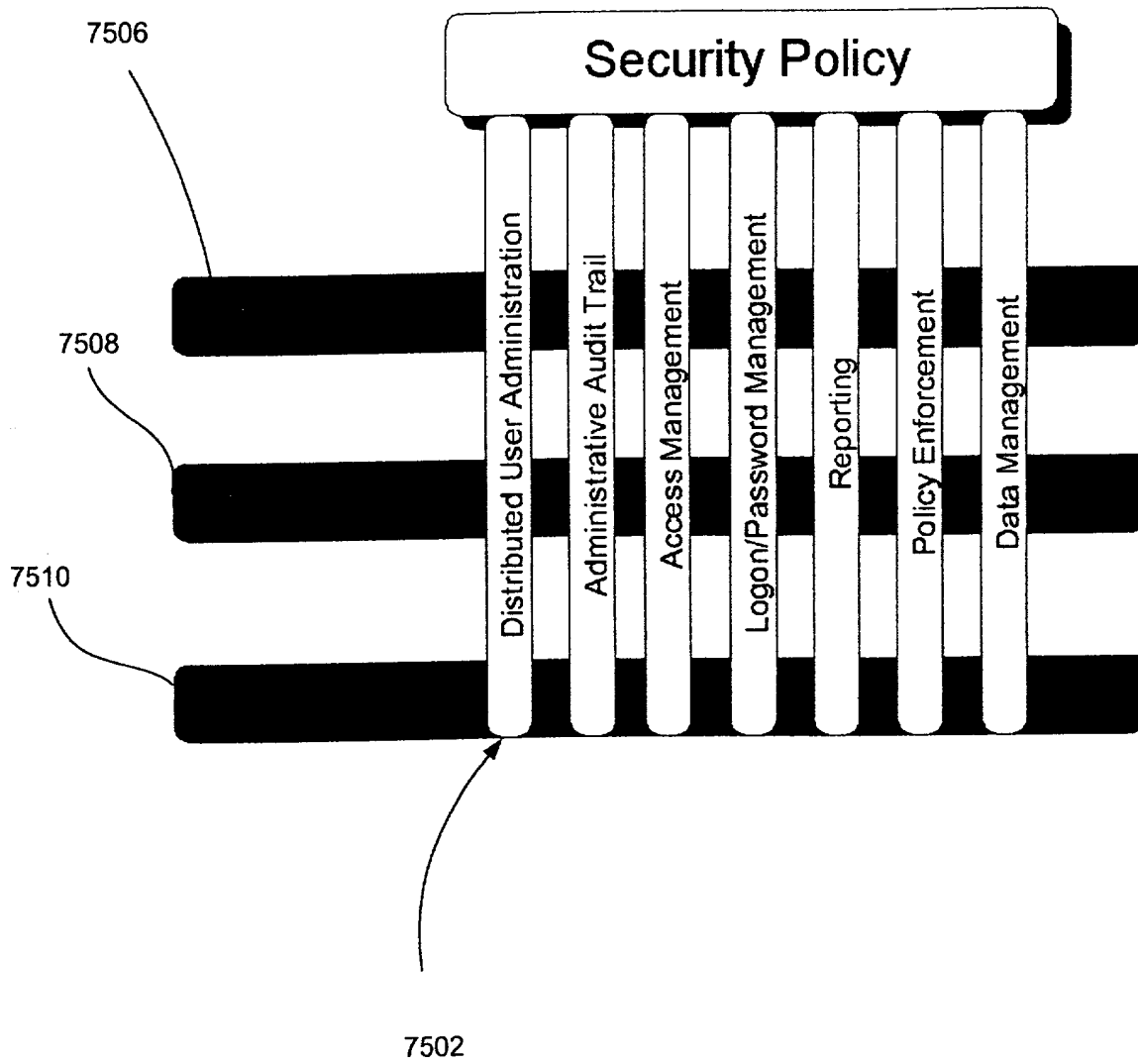
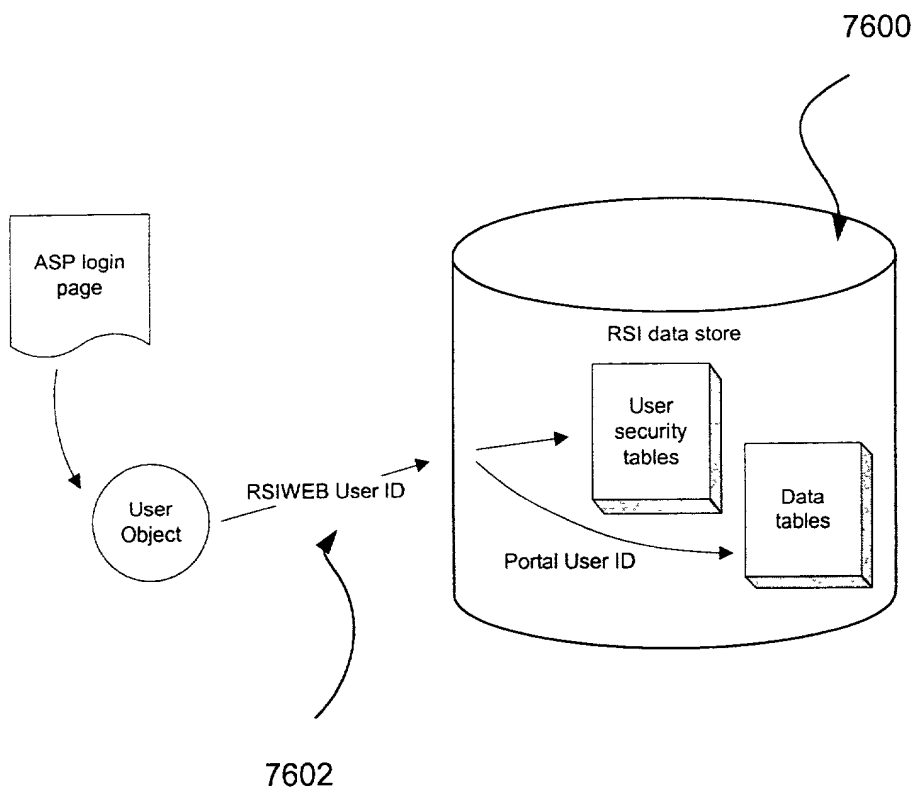


Fig. 75



**Fig. 76**



09:59:07.070601

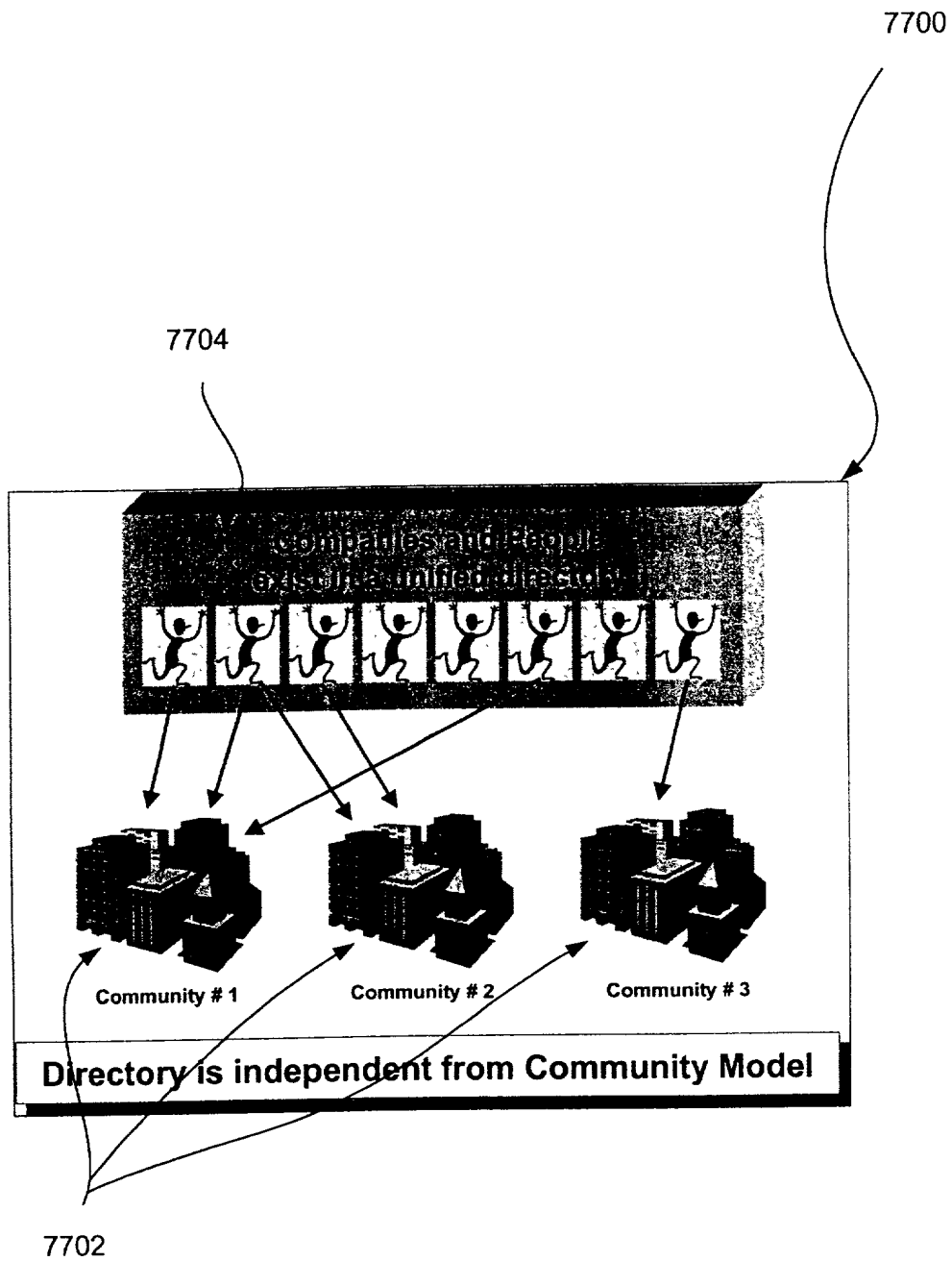
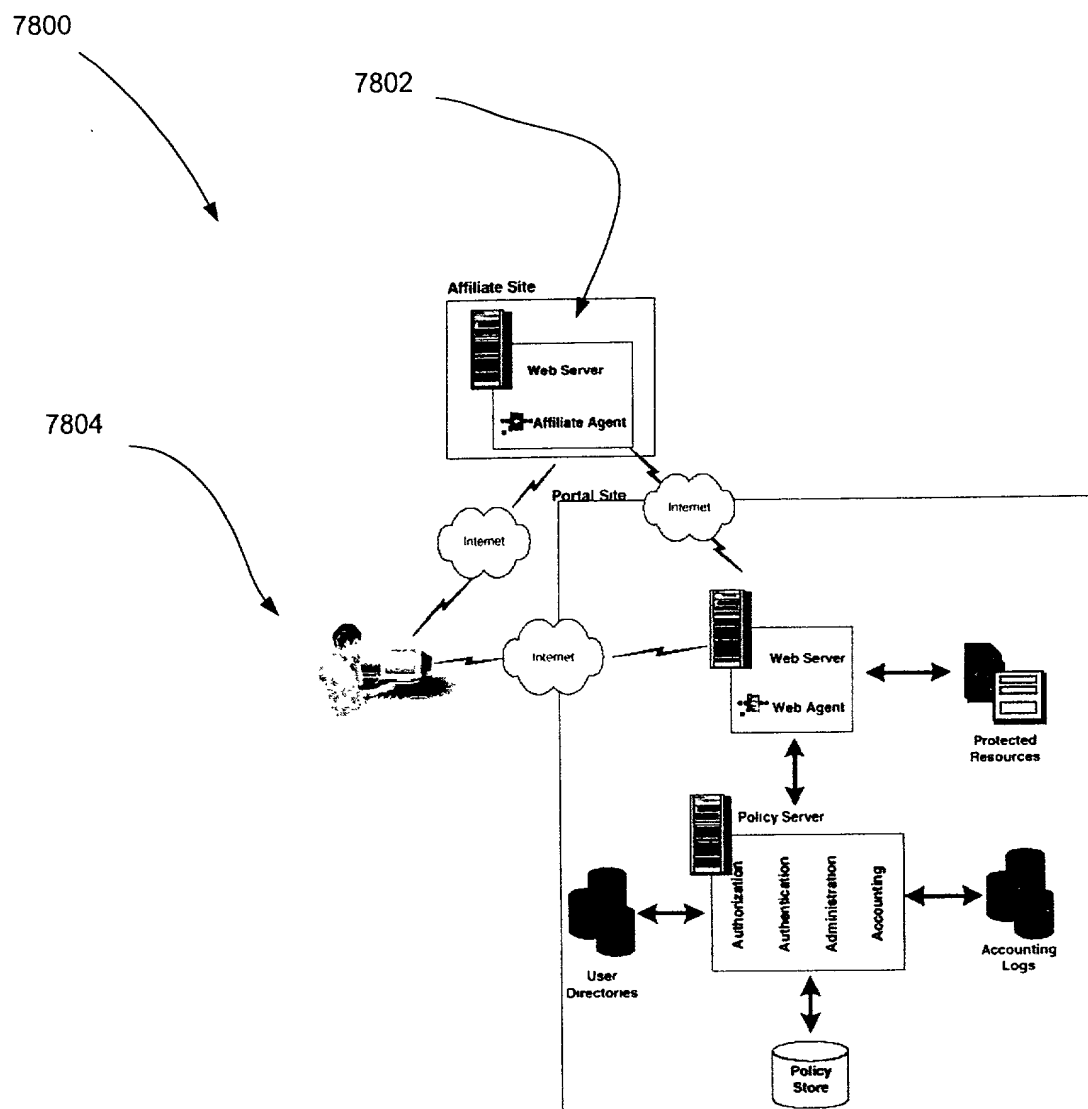


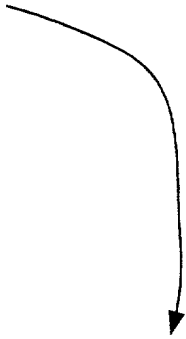
Fig. 77

# SECRET

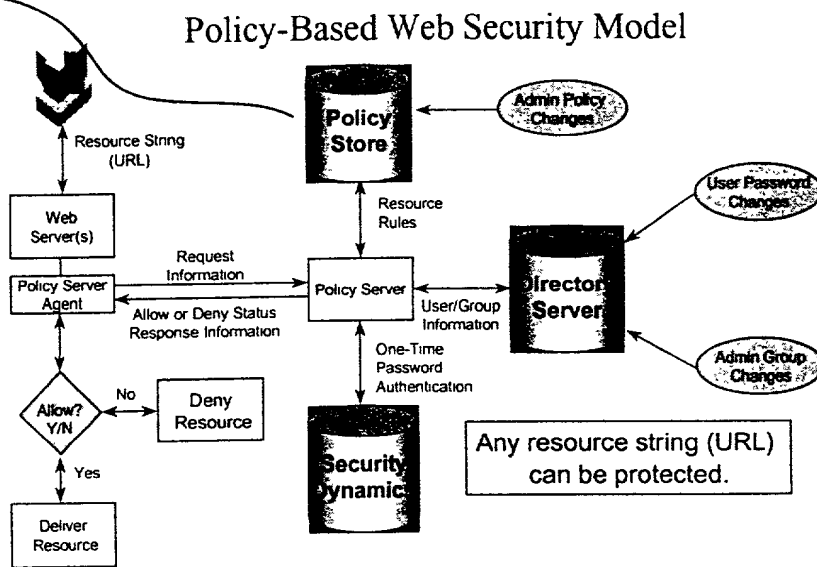


**Fig. 78**

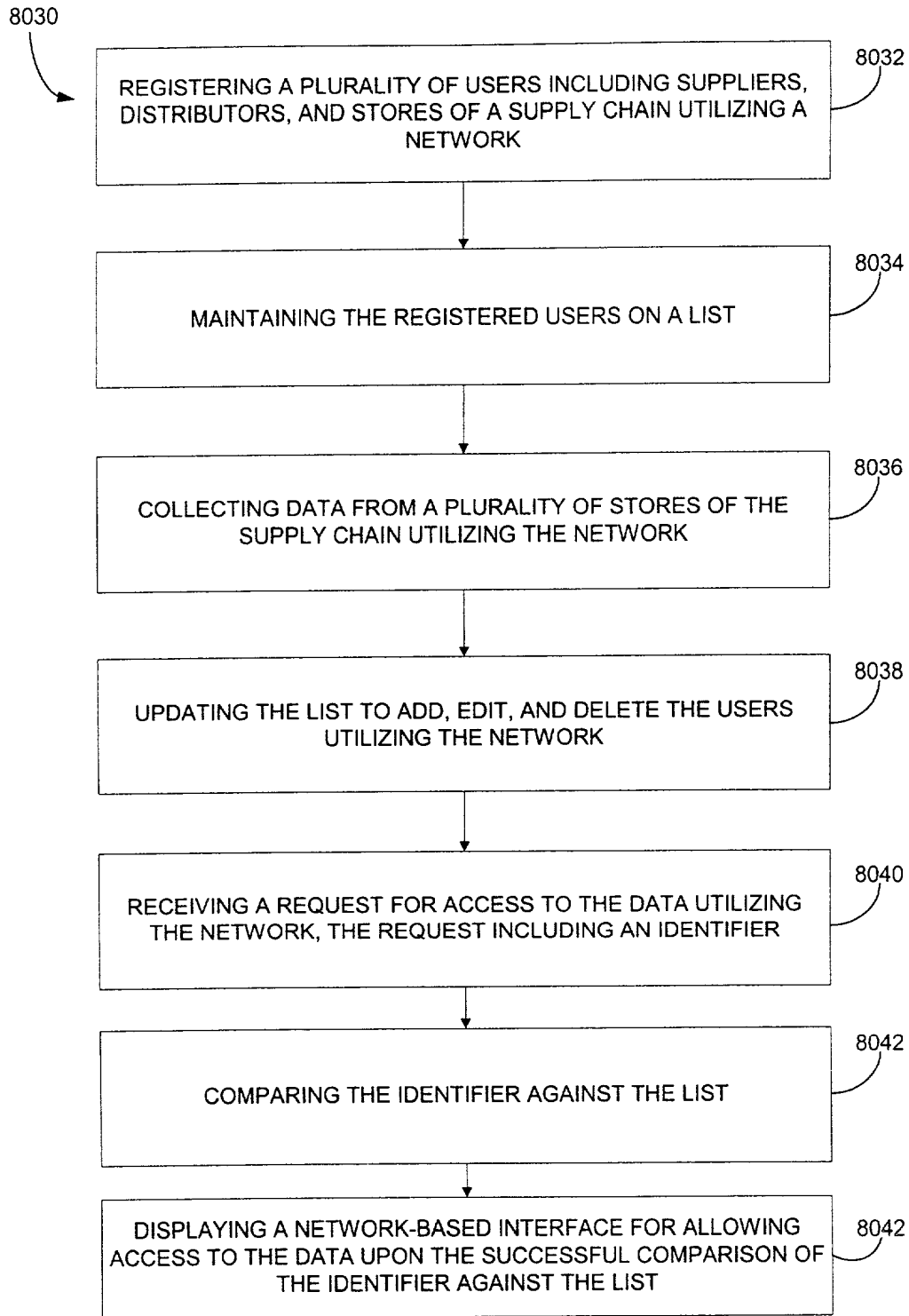
7900



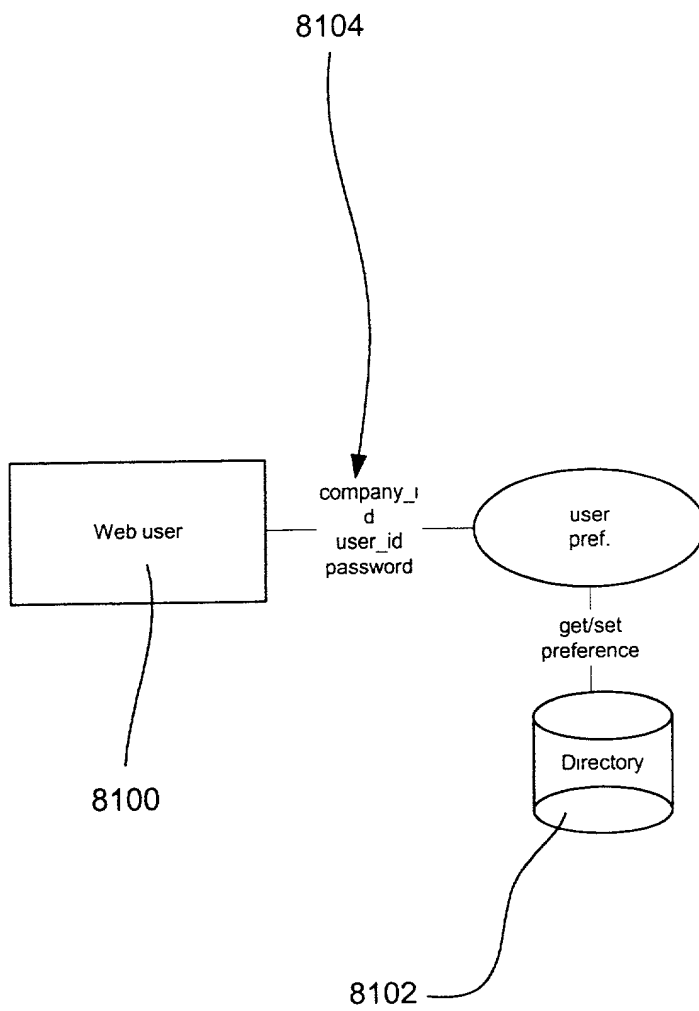
7902



**Fig. 79**



**FIG. 80**



**Fig. 81**

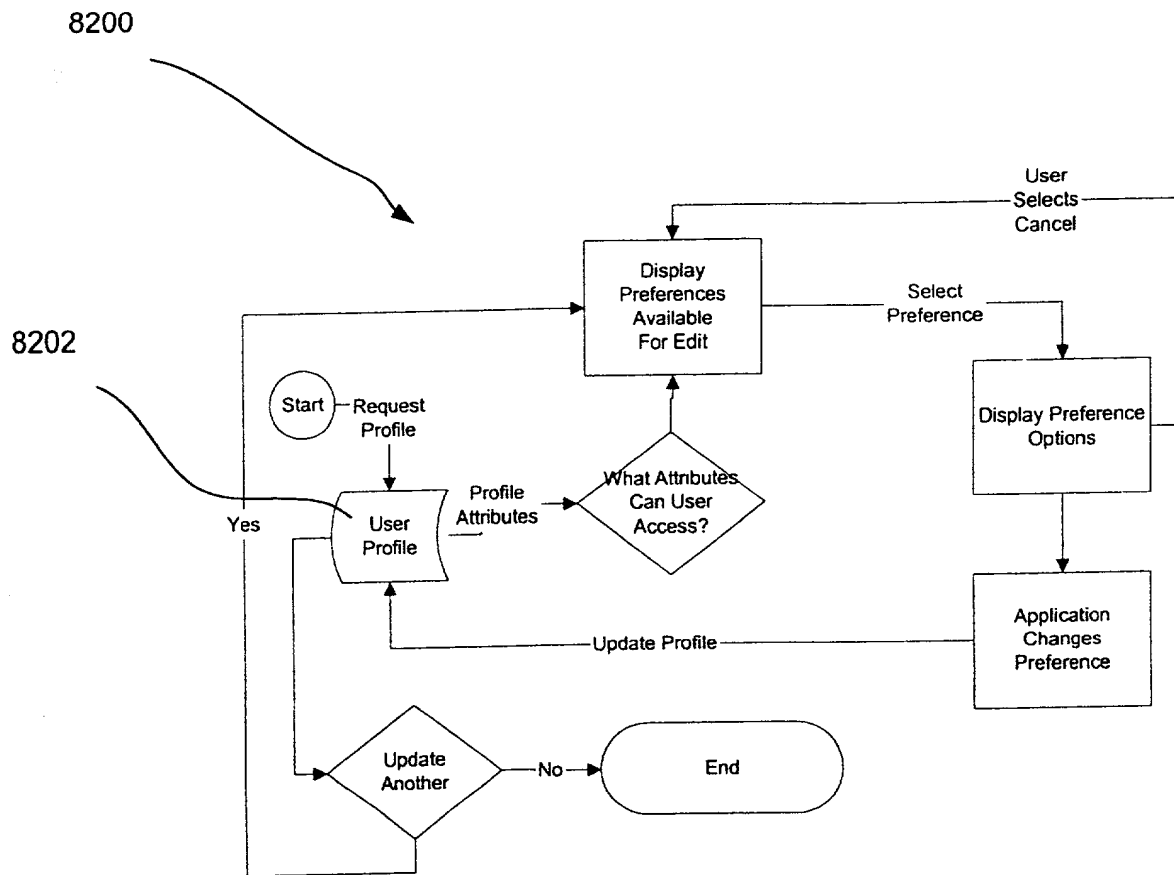
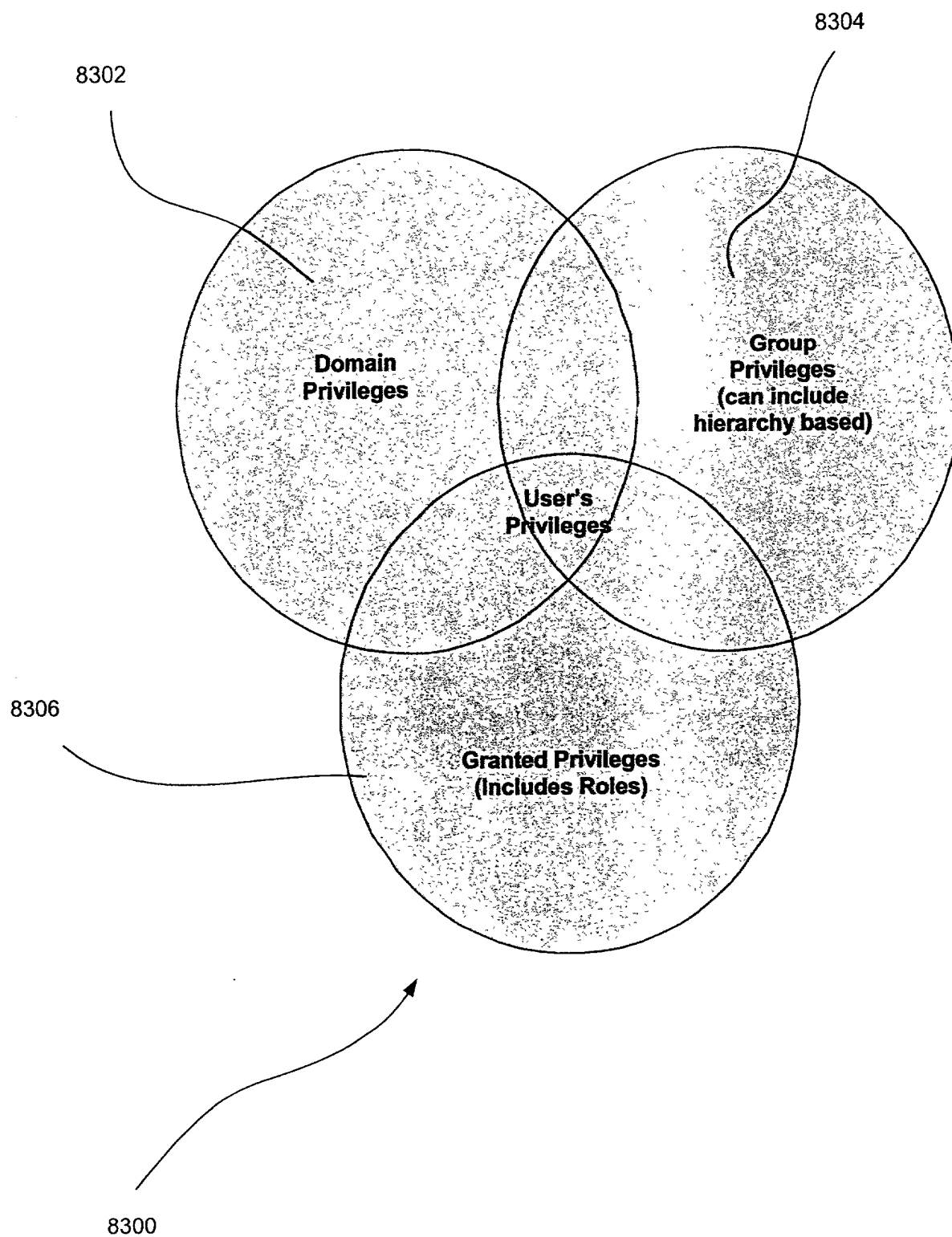
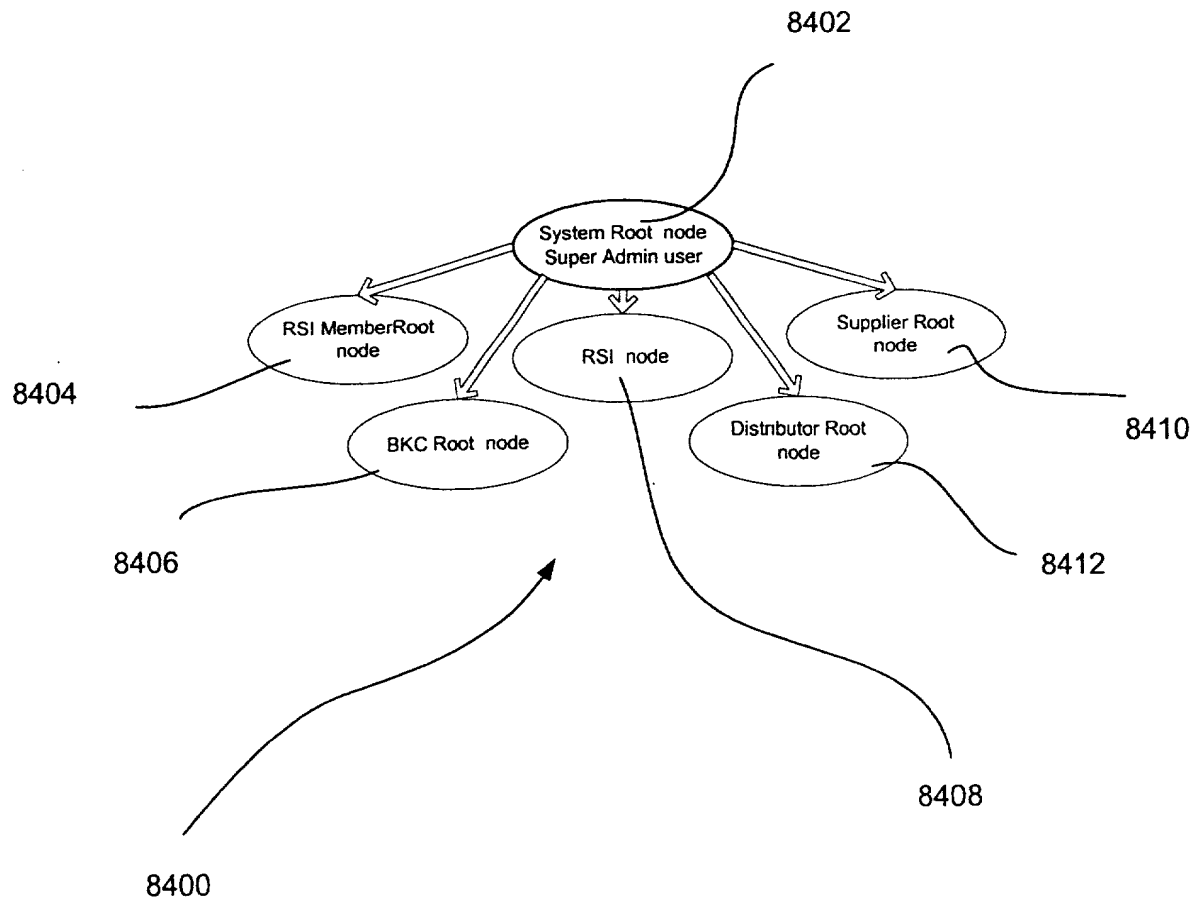


Fig. 82

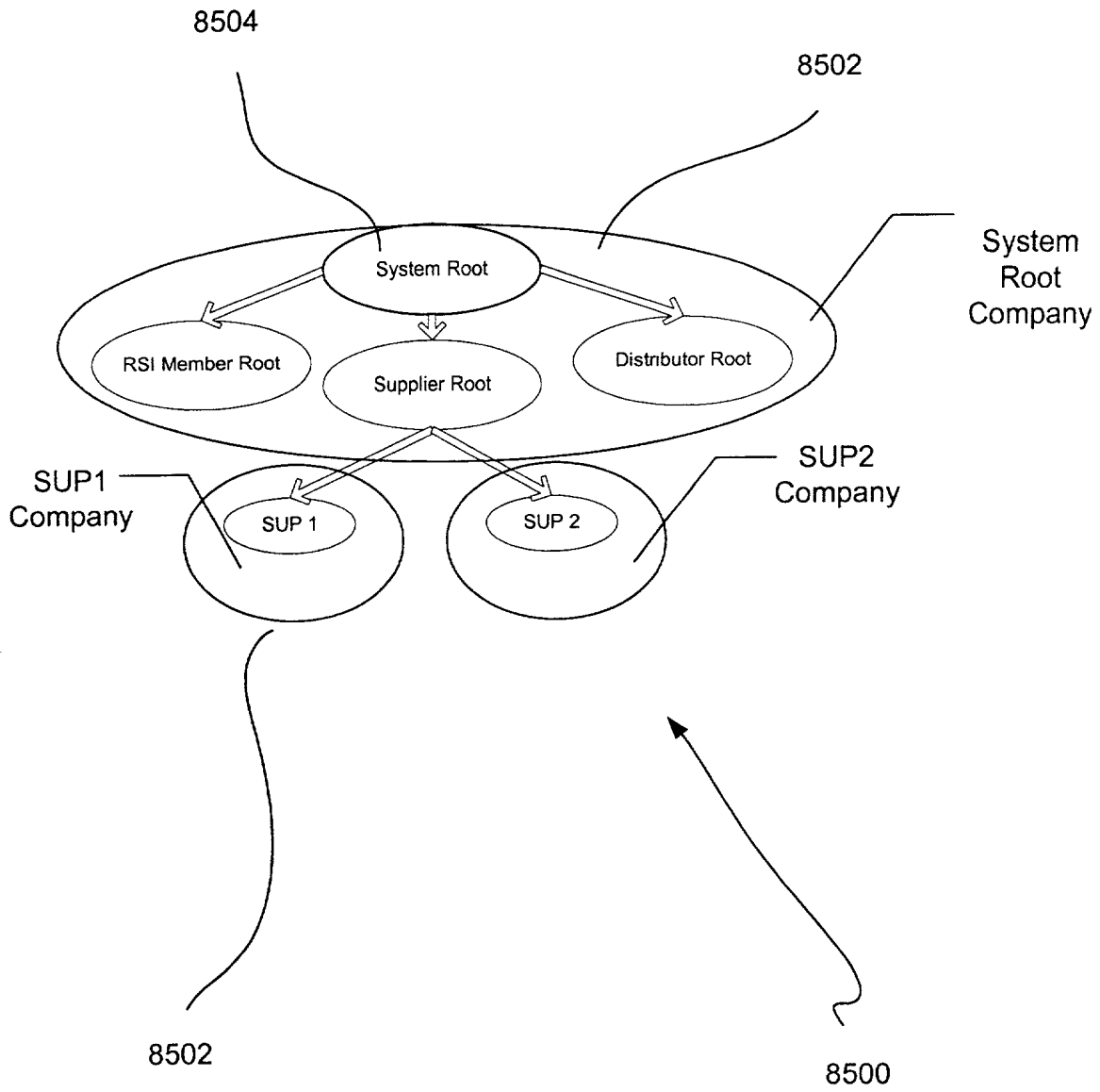


**Fig. 83**



**Fig. 84**





**Fig. 85**

8600

8602

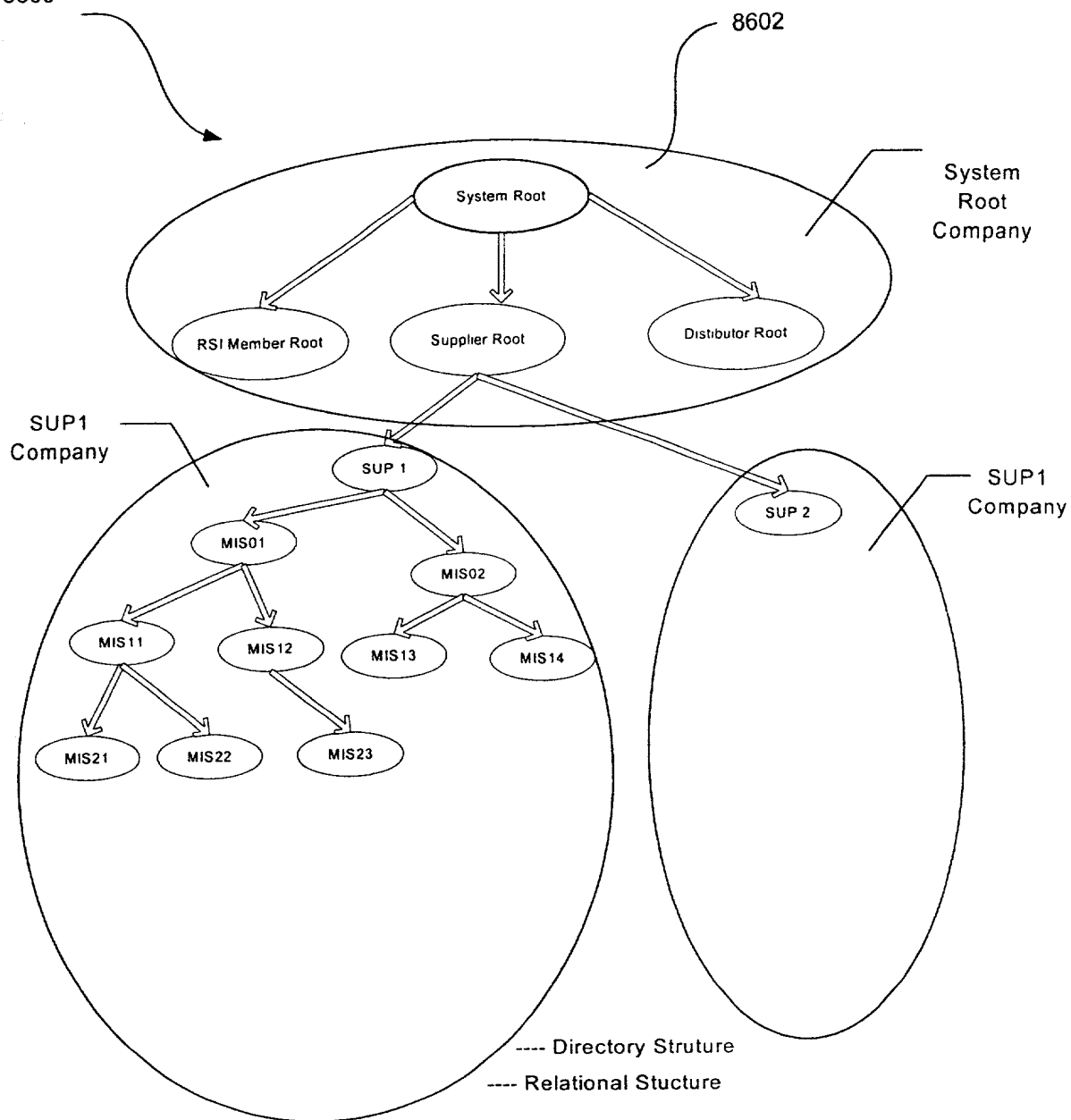


Fig. 86

8700

## Group Hierarchy Management: Data Flow

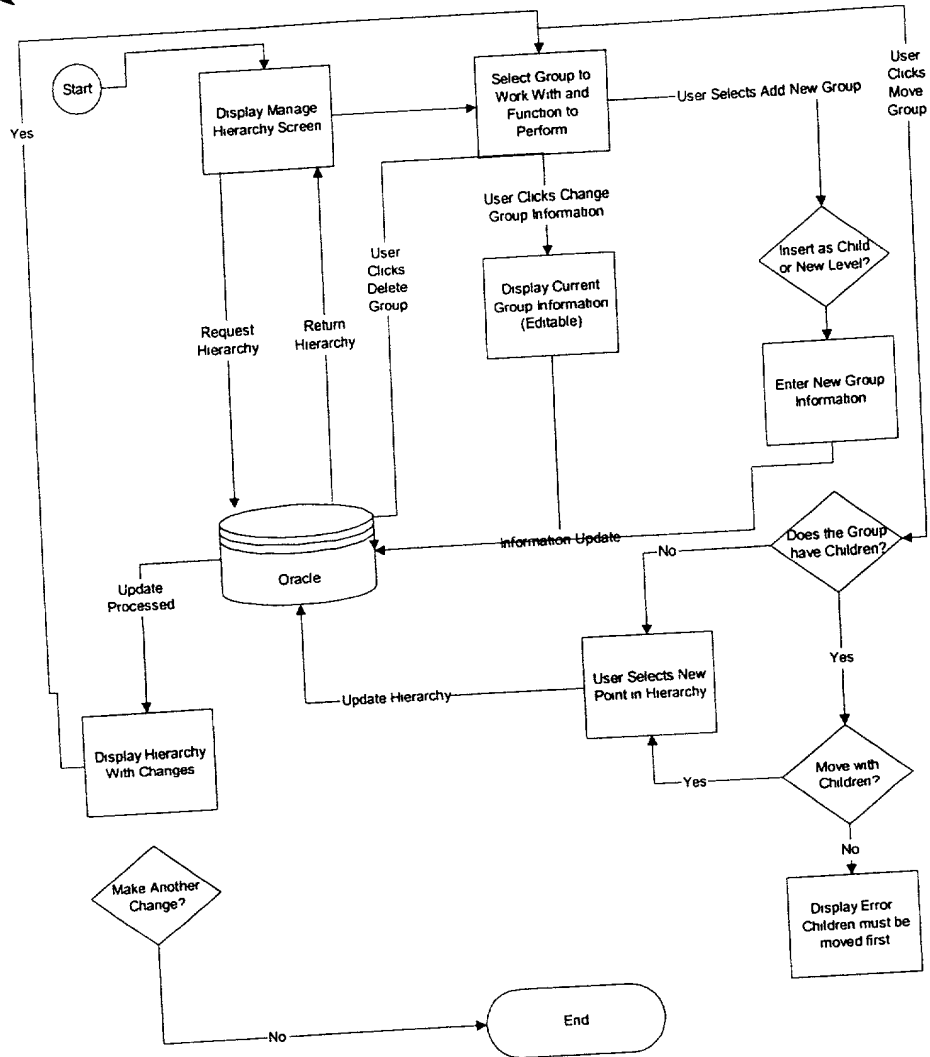


Fig. 87

8800

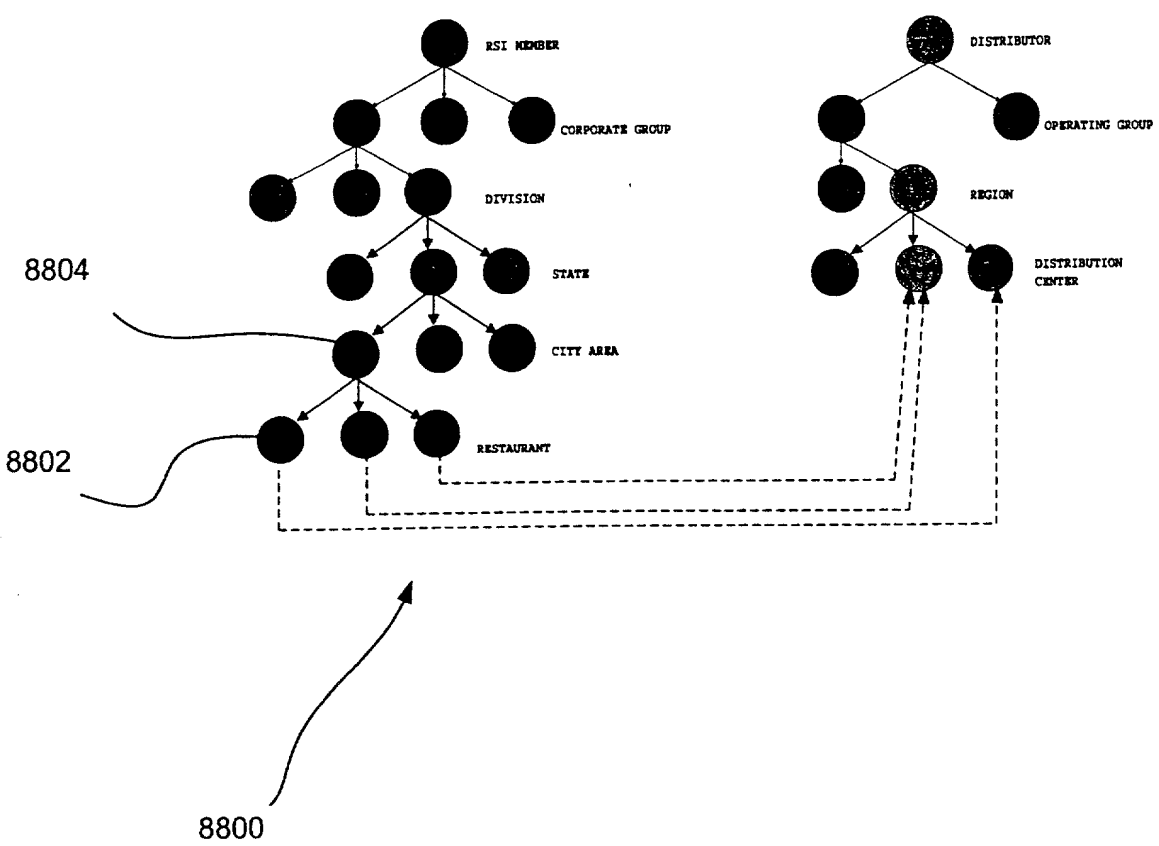


Fig. 88

8902

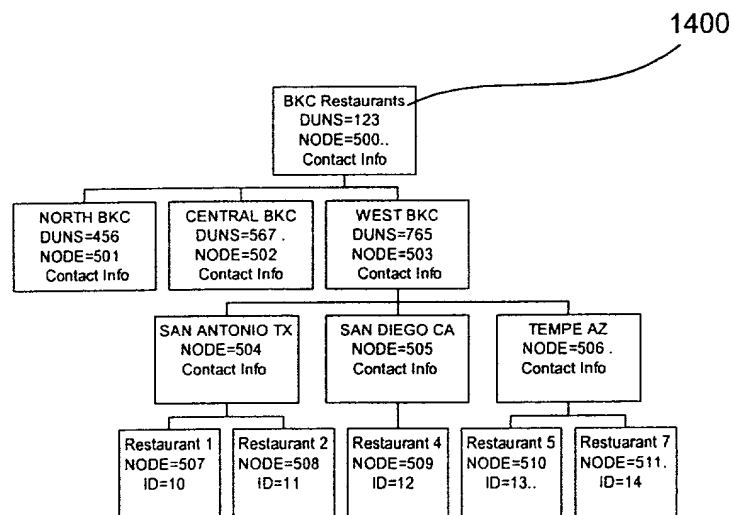


Fig. 89

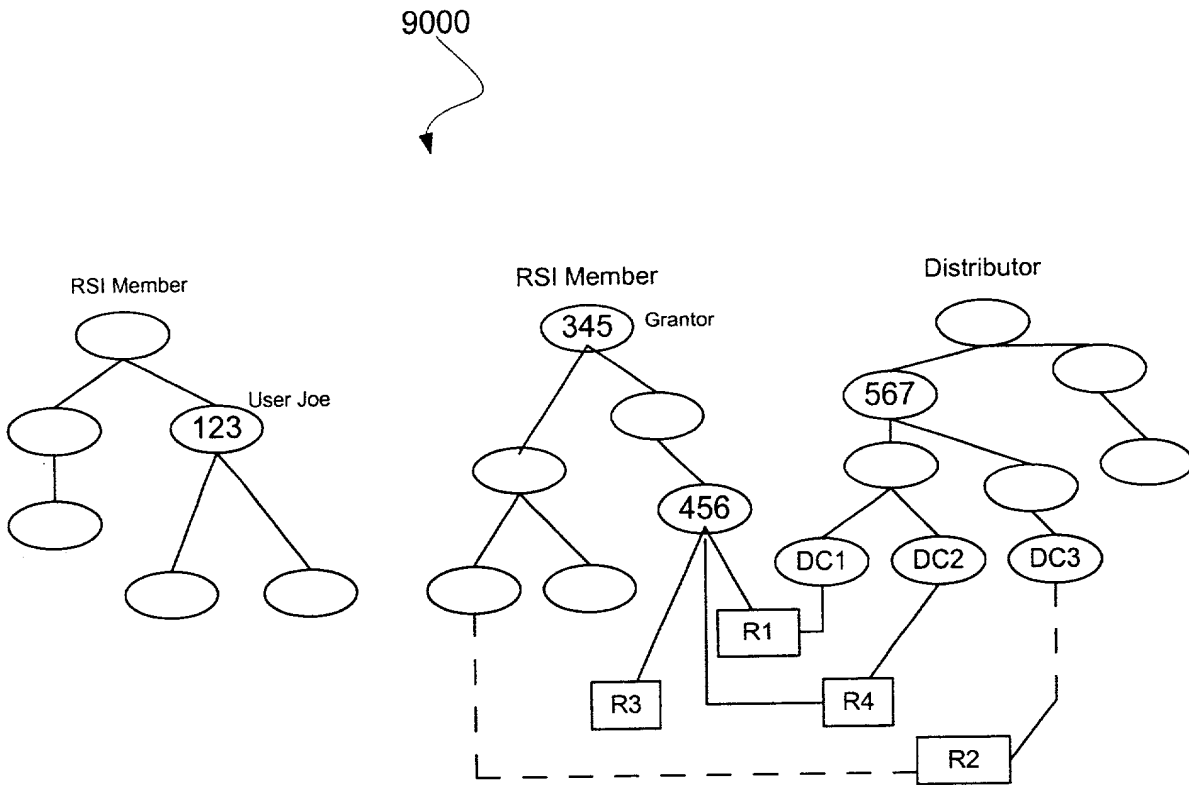


FIG. 90

9100

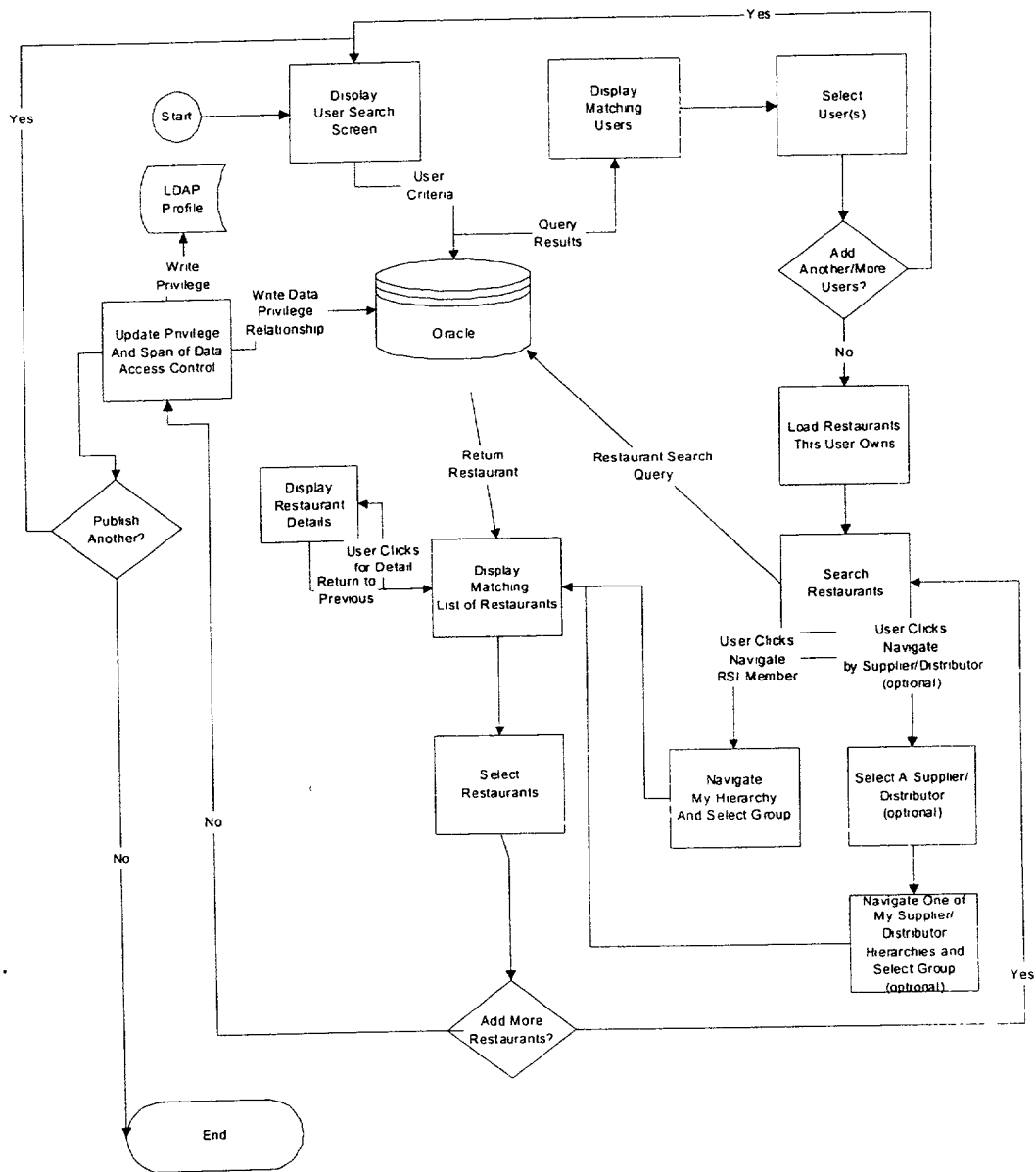
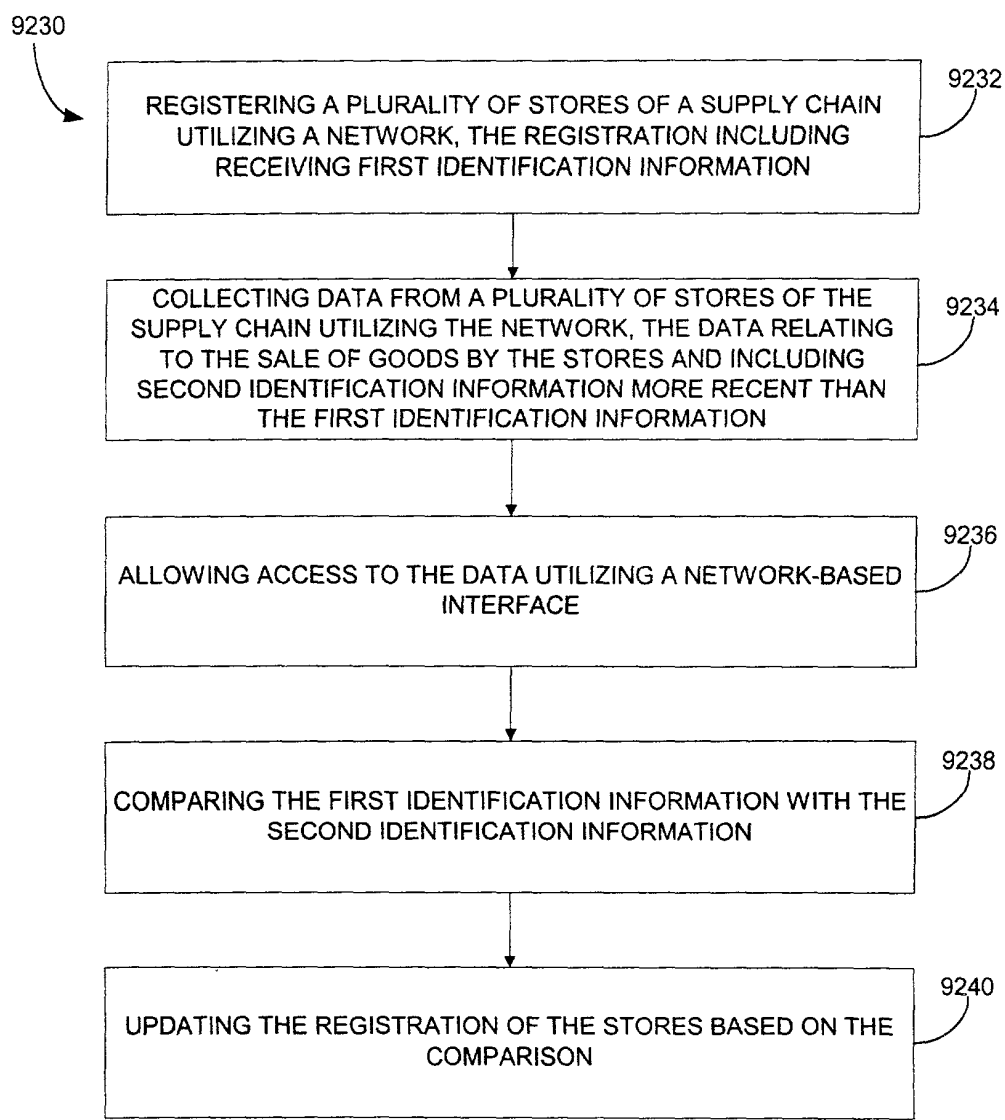


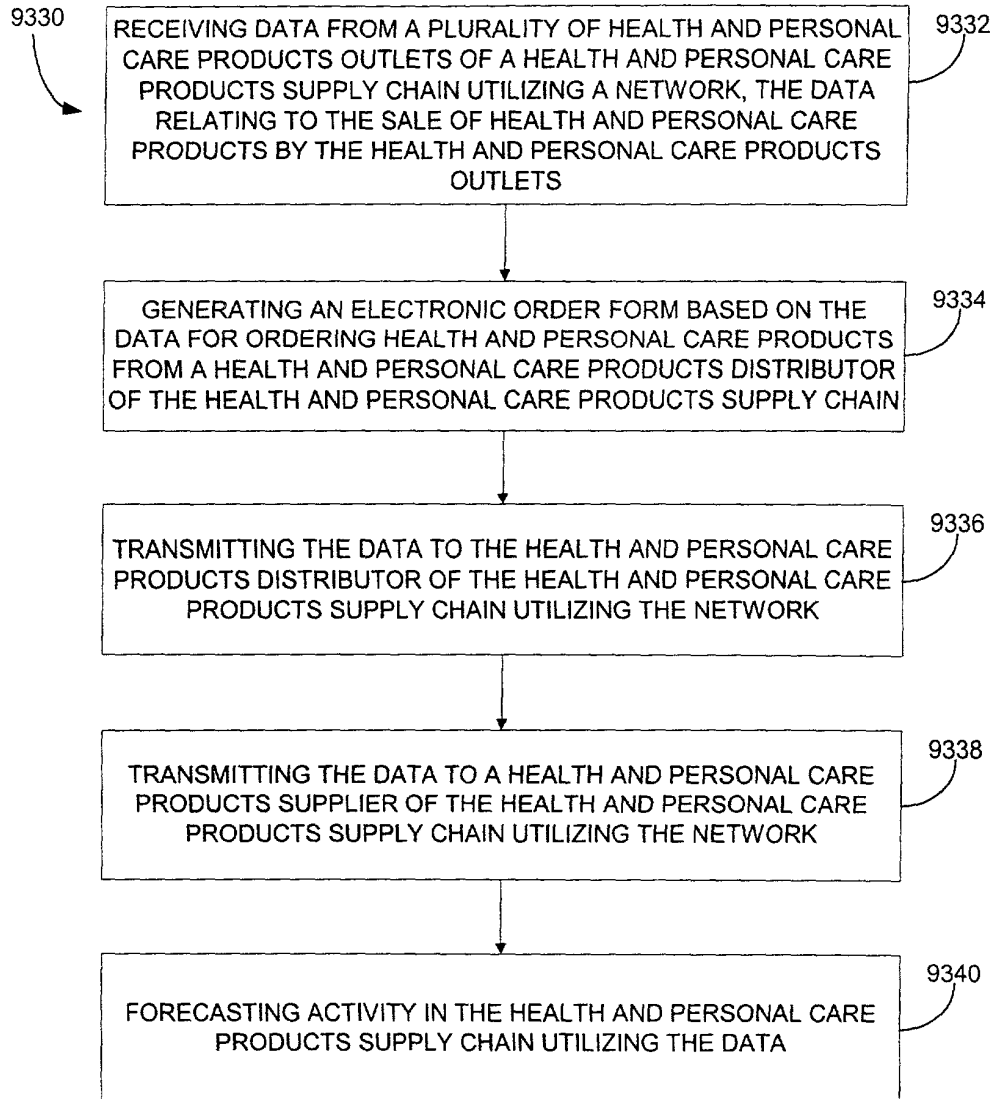
Fig. 91

0901597.070601

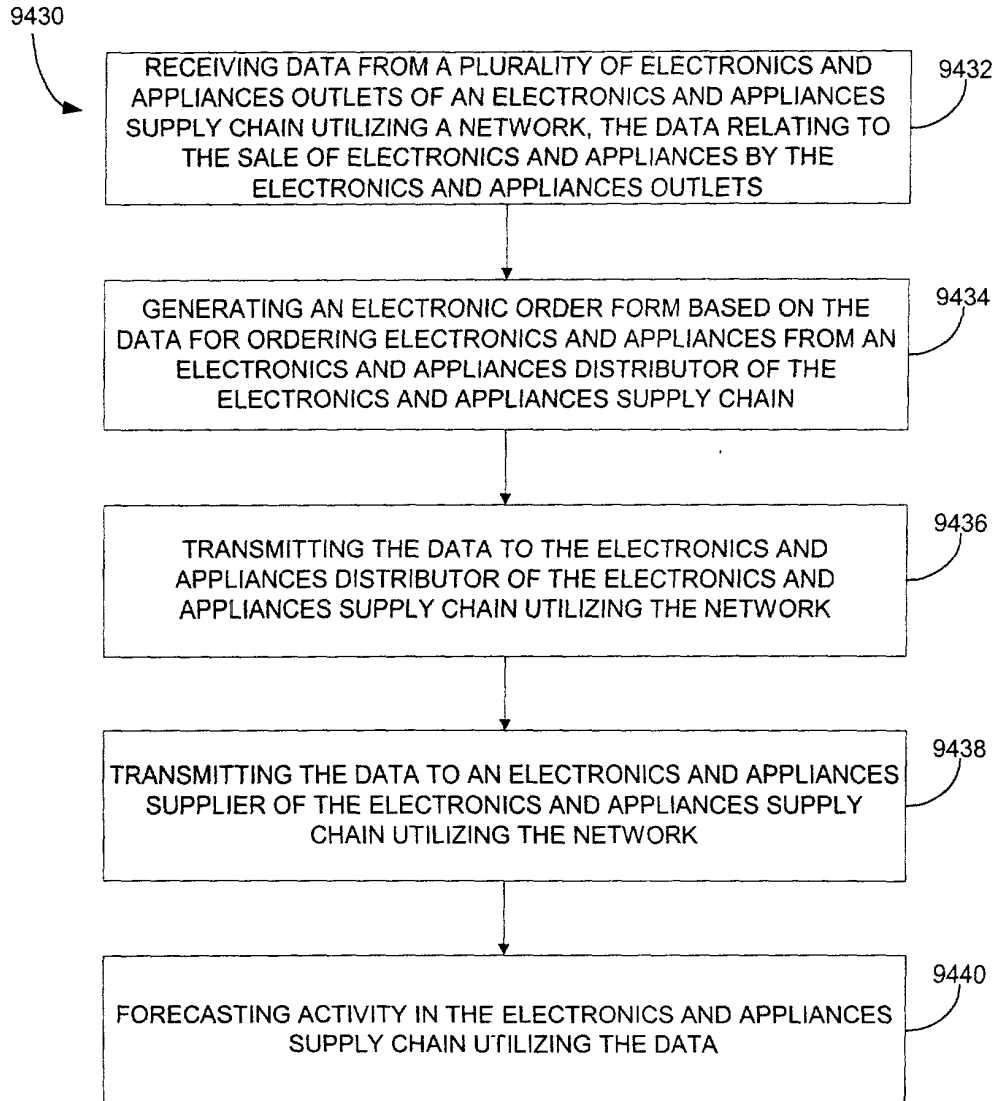


**FIG. 92**

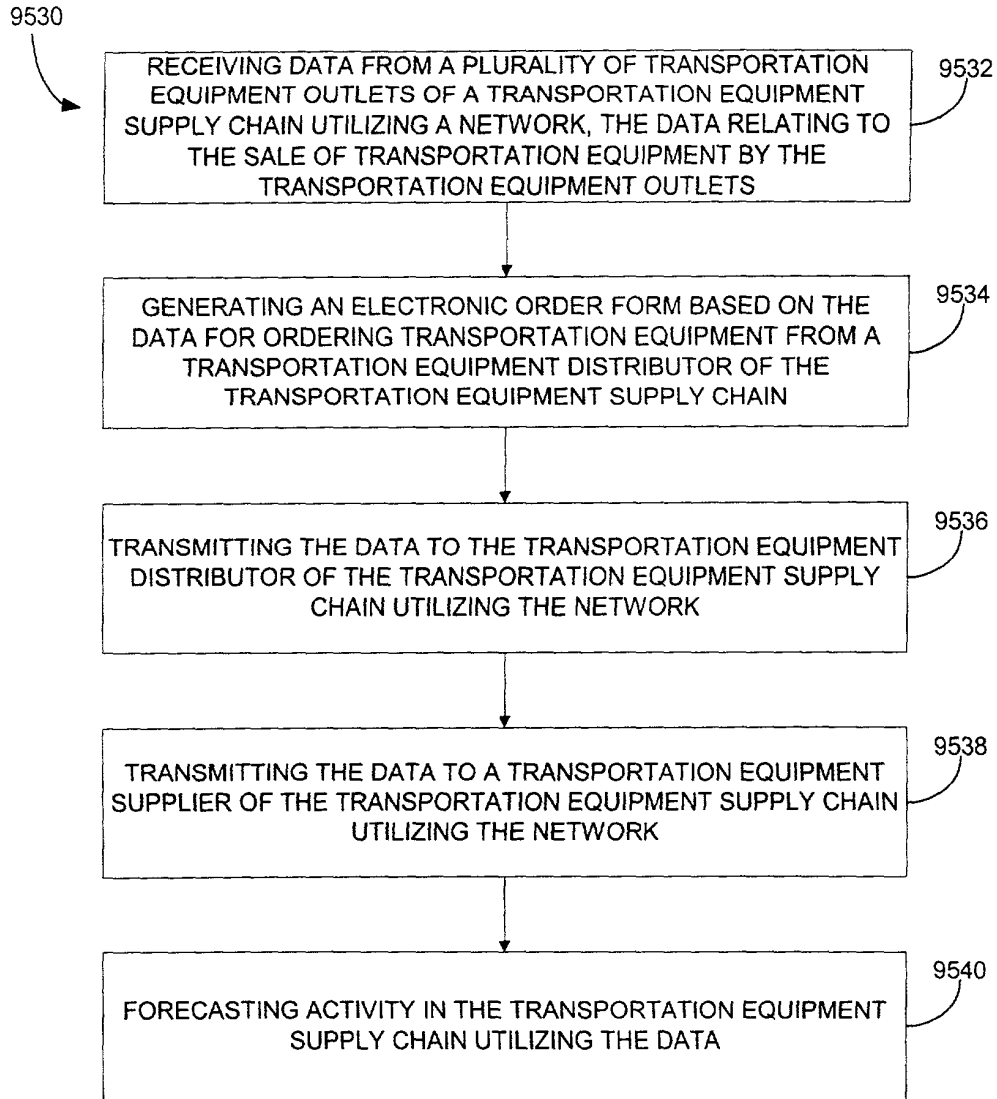




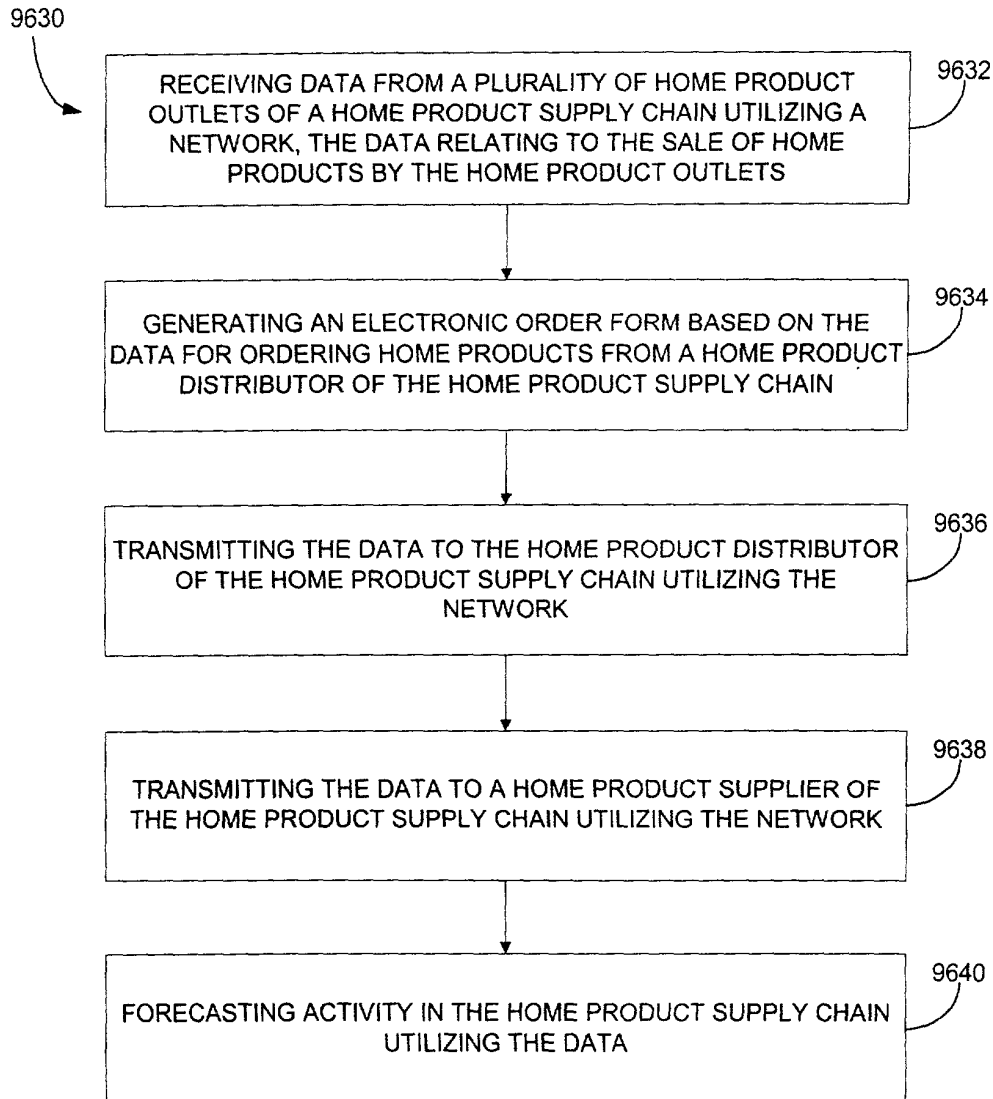
**FIG. 93**



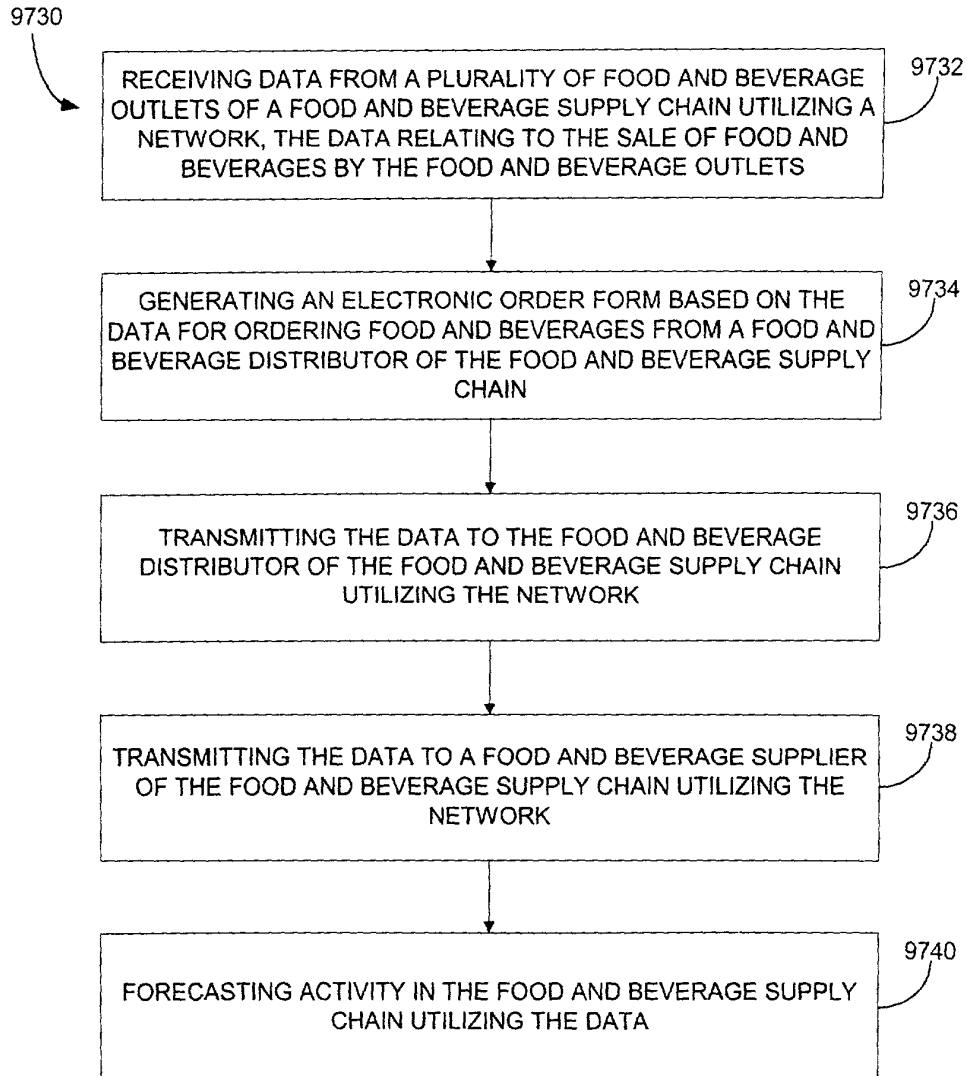
**FIG. 94**



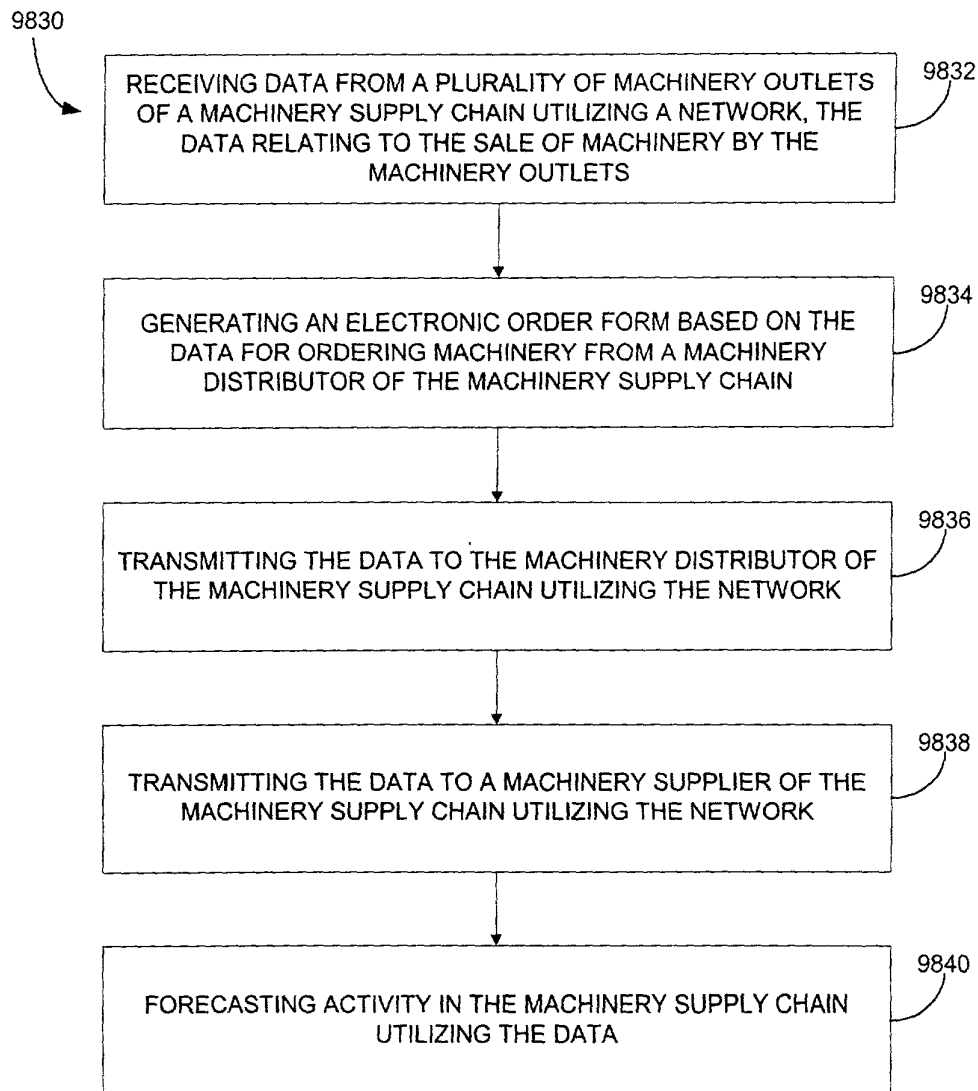
**FIG. 95**



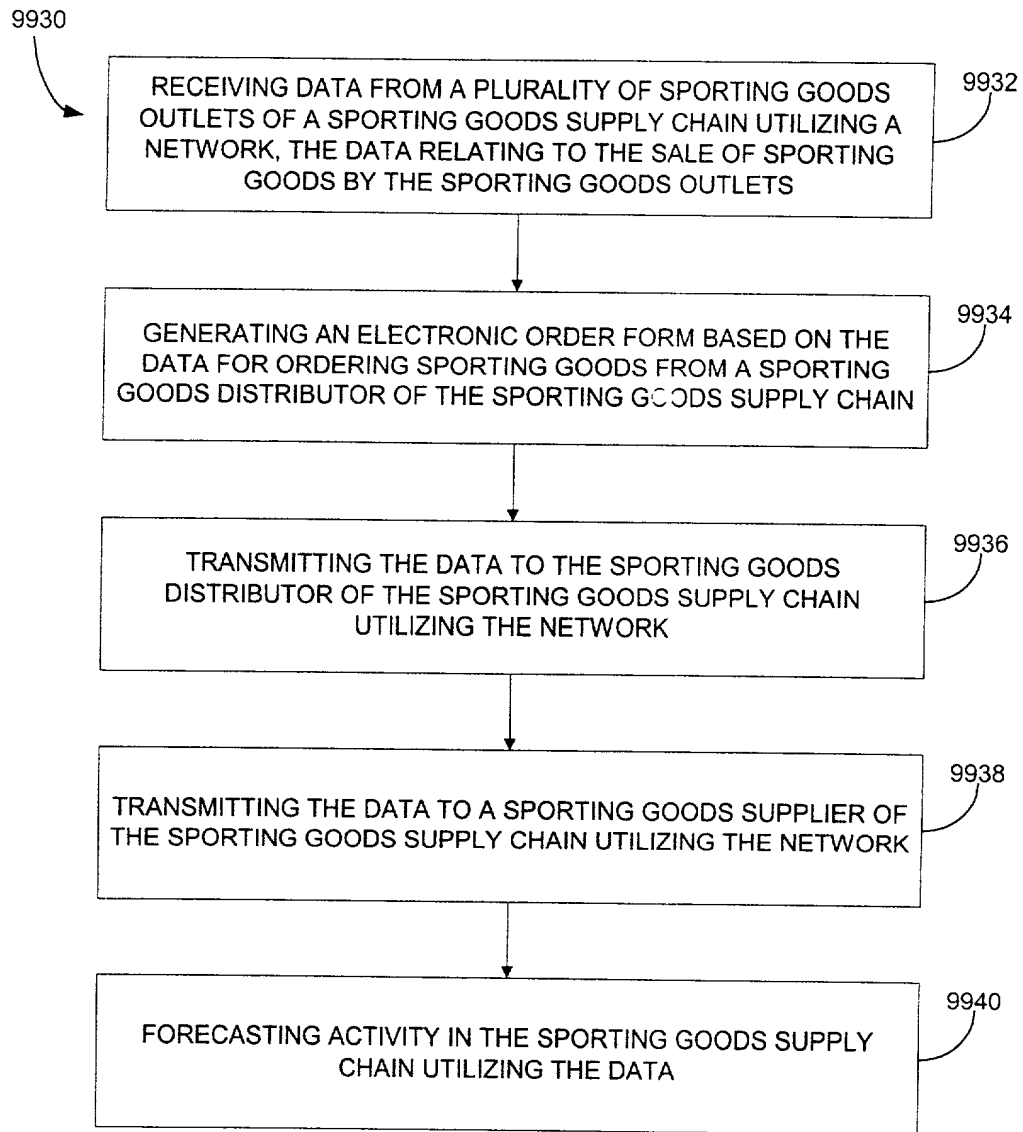
**FIG. 96**



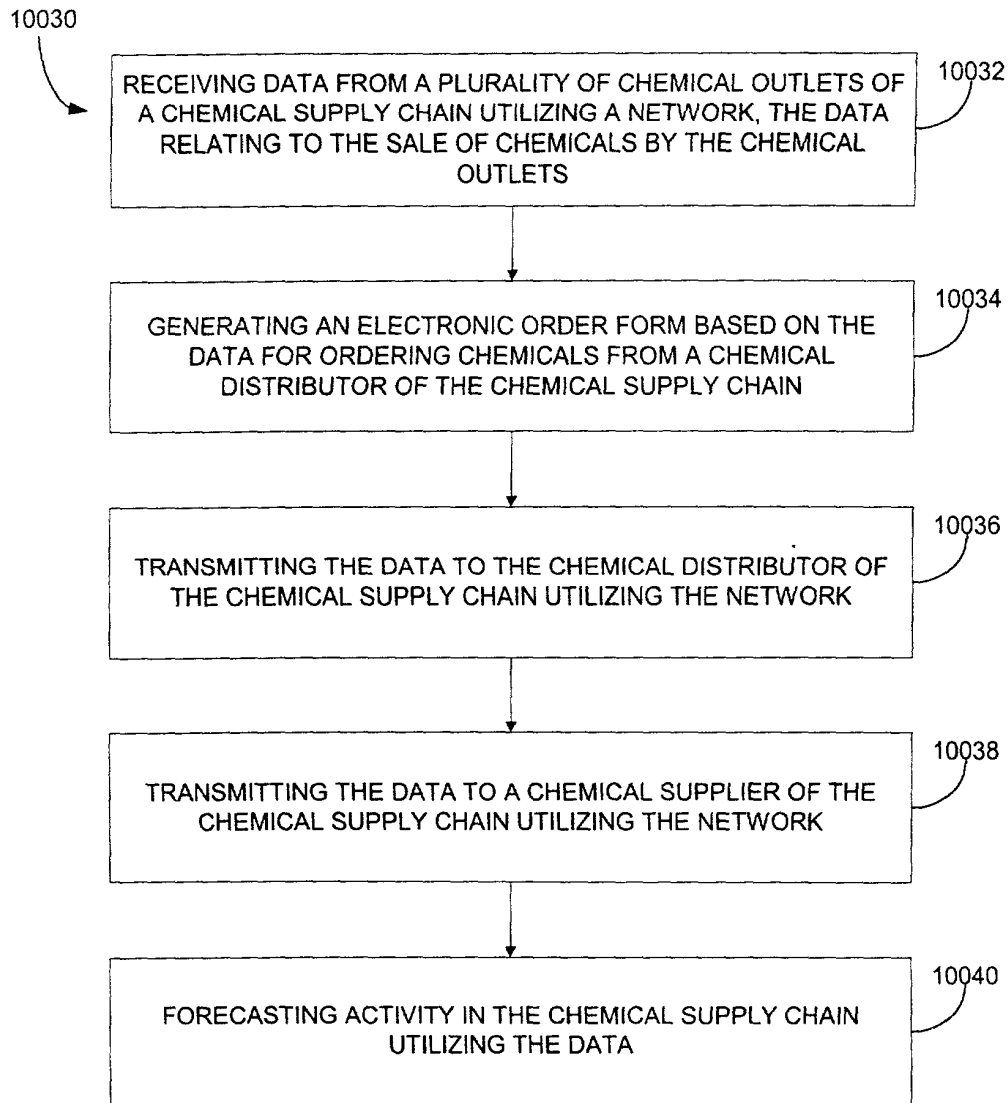
**FIG. 97**



**FIG. 98**

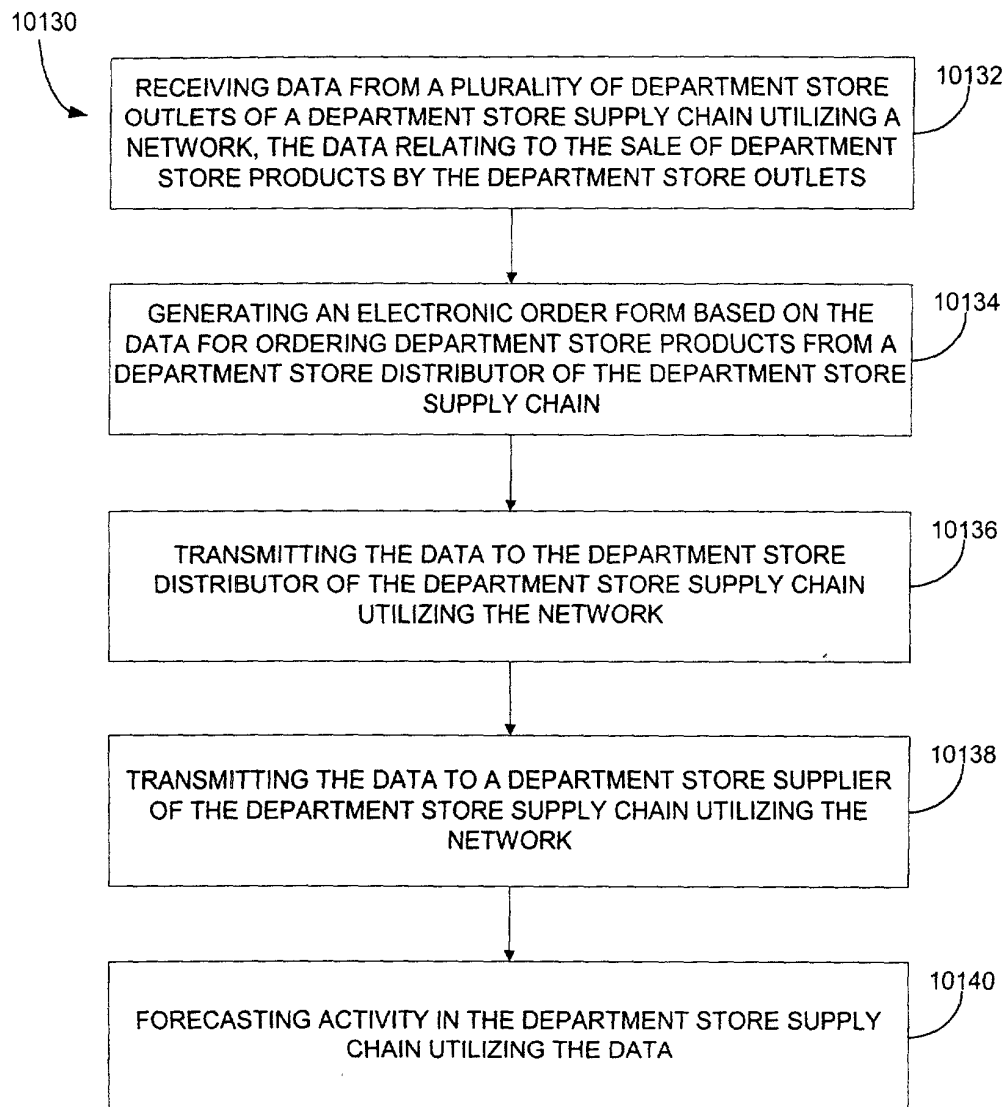


**FIG. 99**

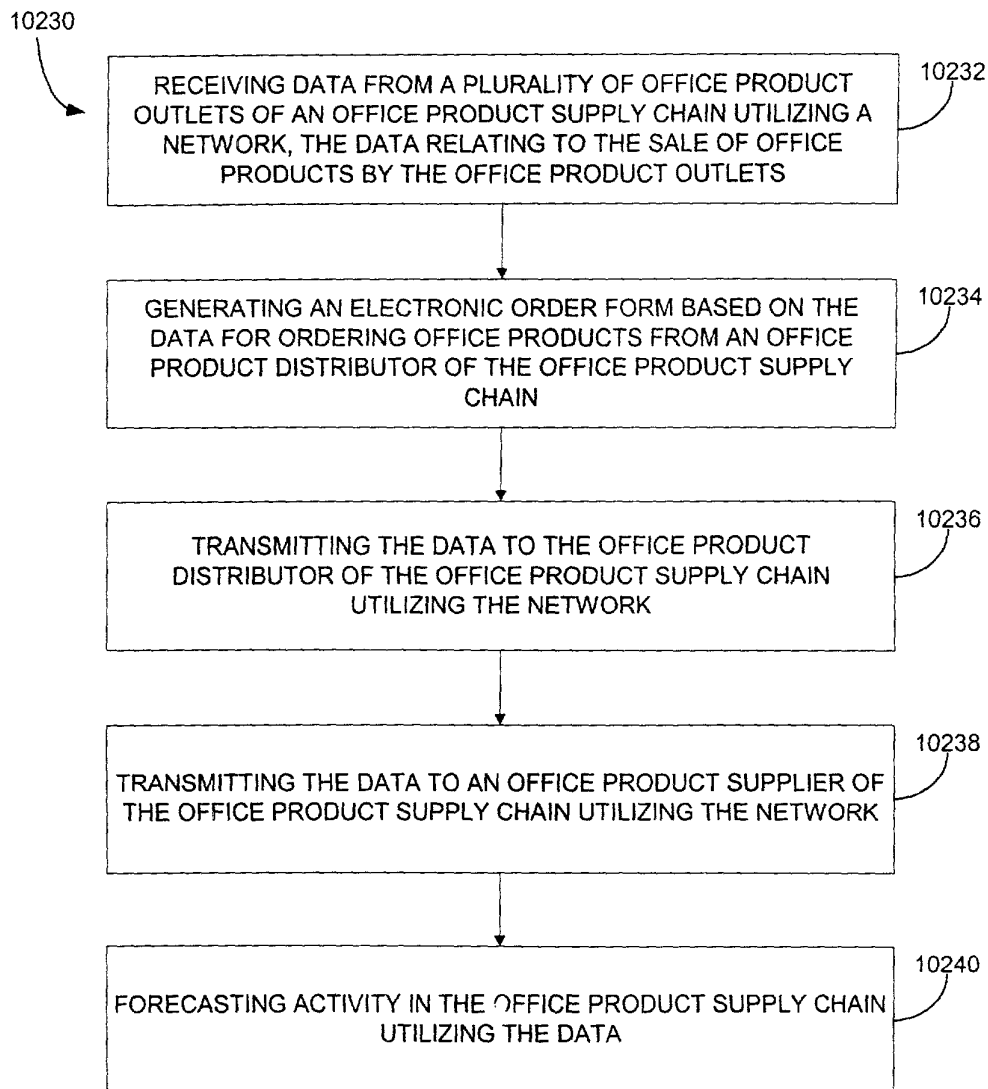


**FIG. 100**



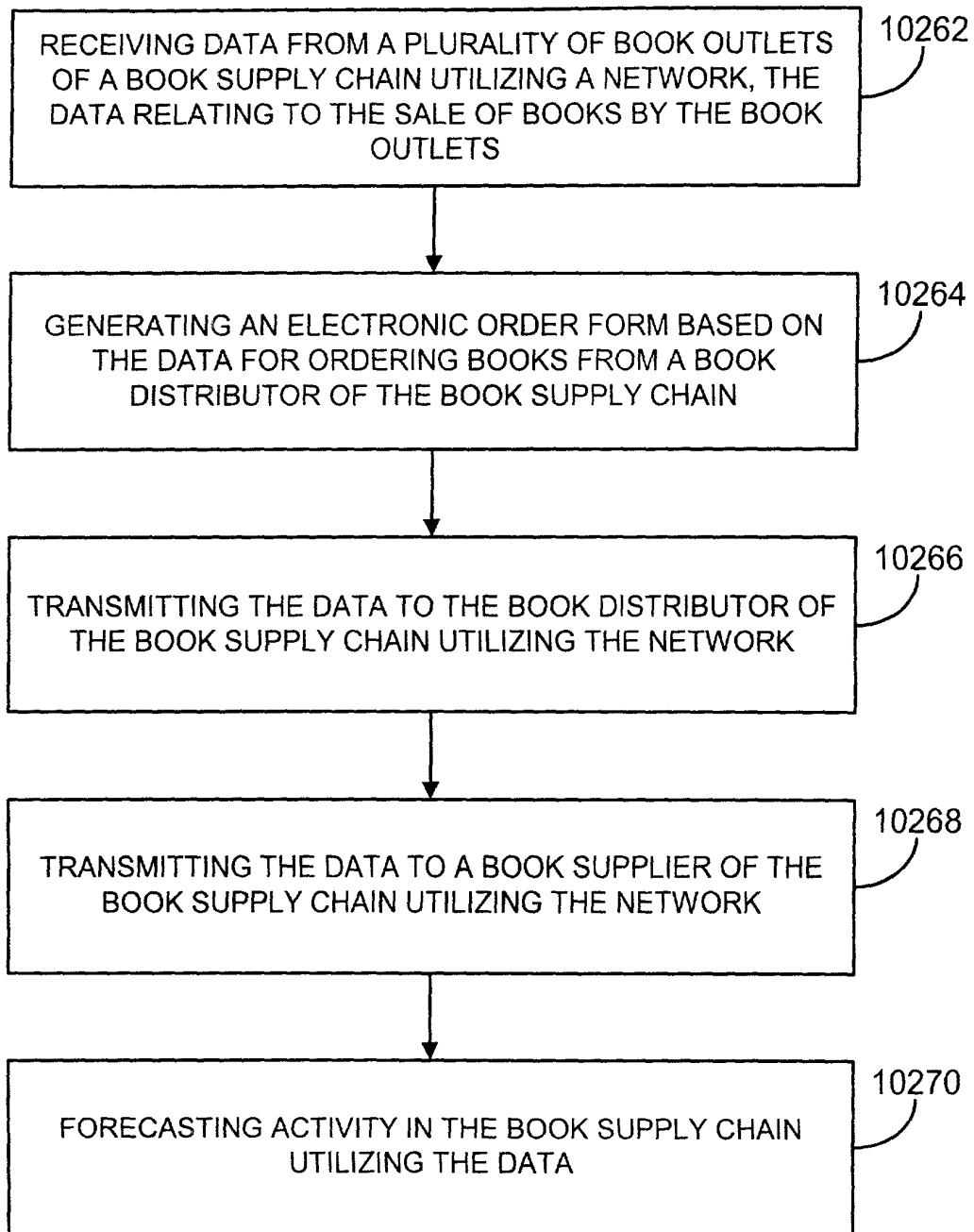


**FIG. 101**

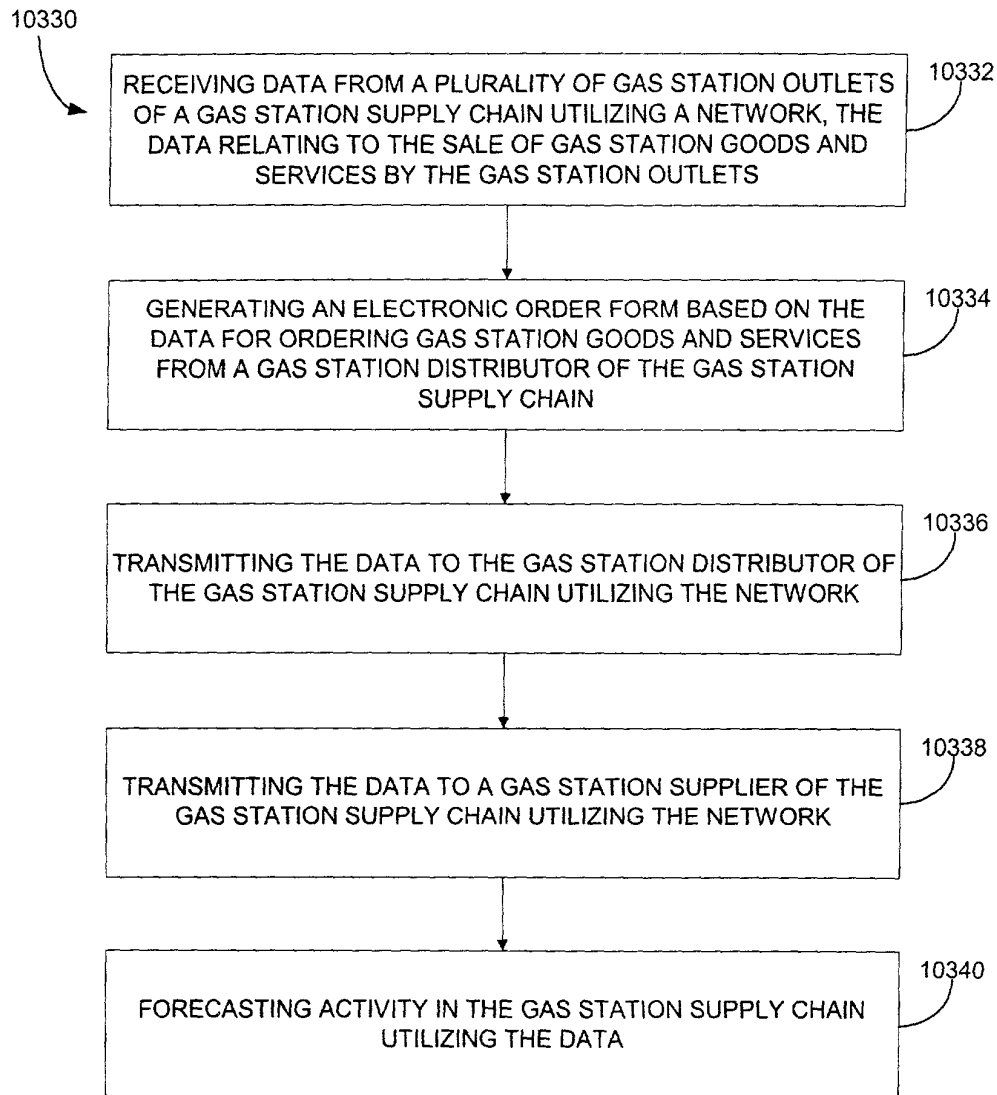


**FIG. 102A**

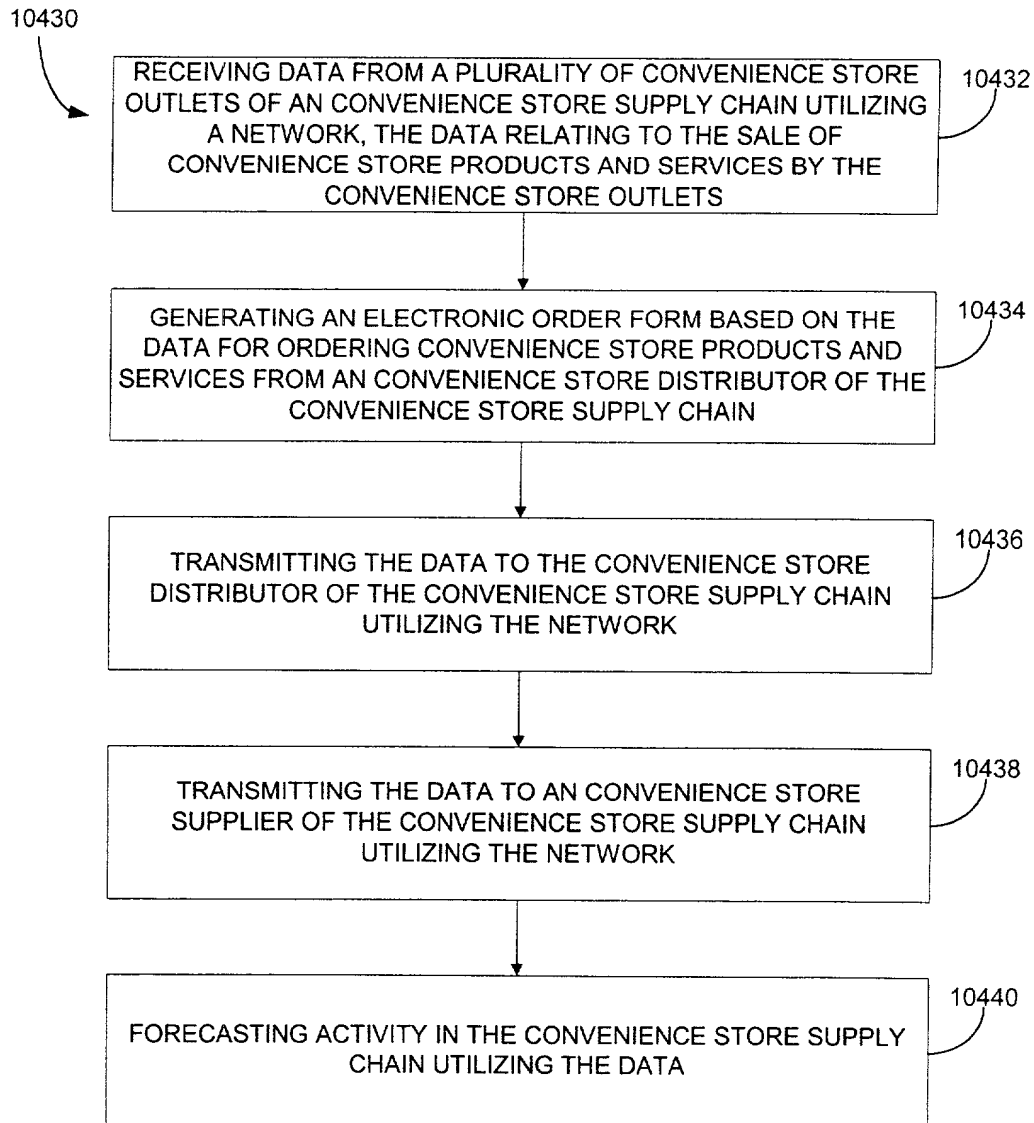
10260



**FIG. 102B**

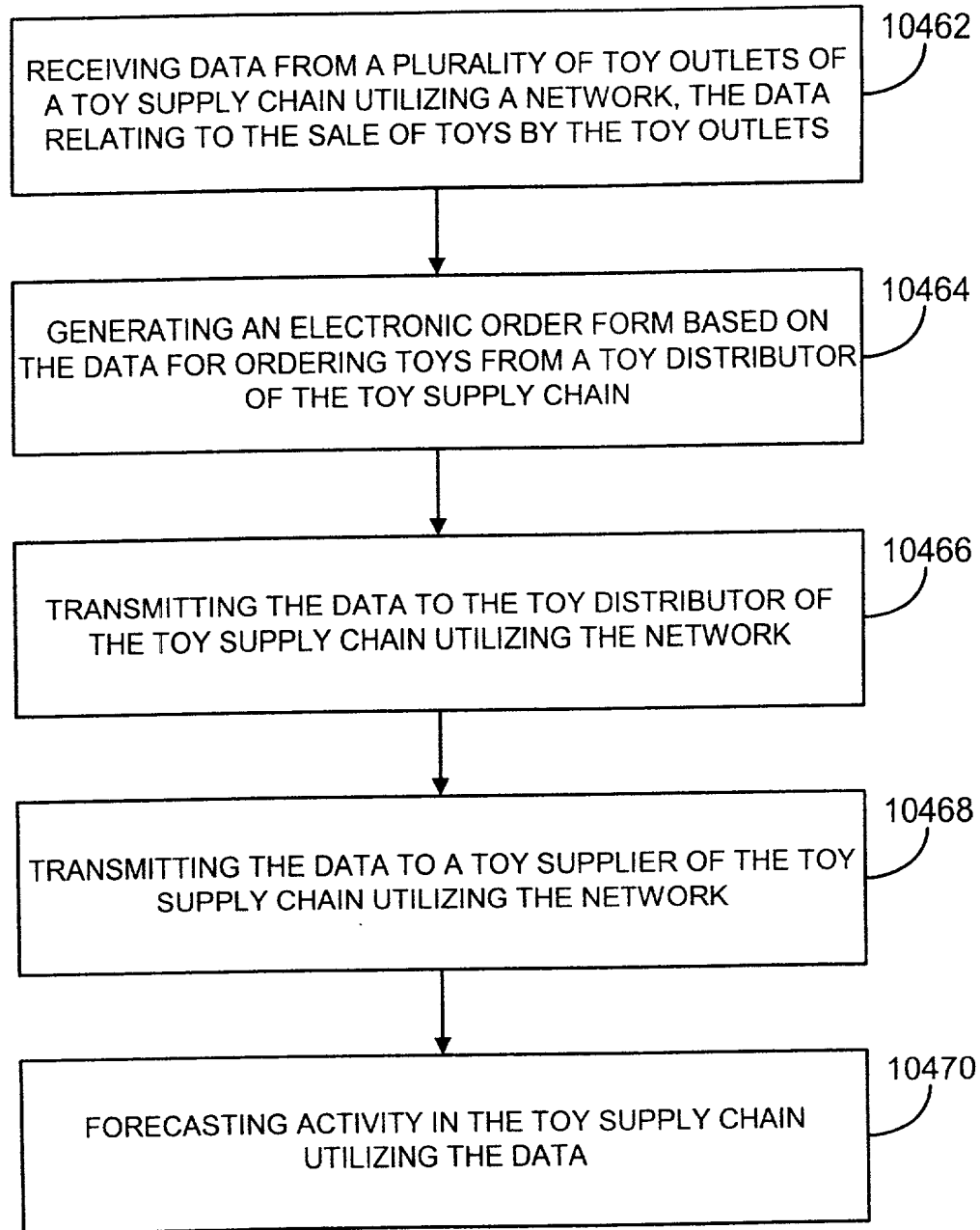


**FIG. 103**

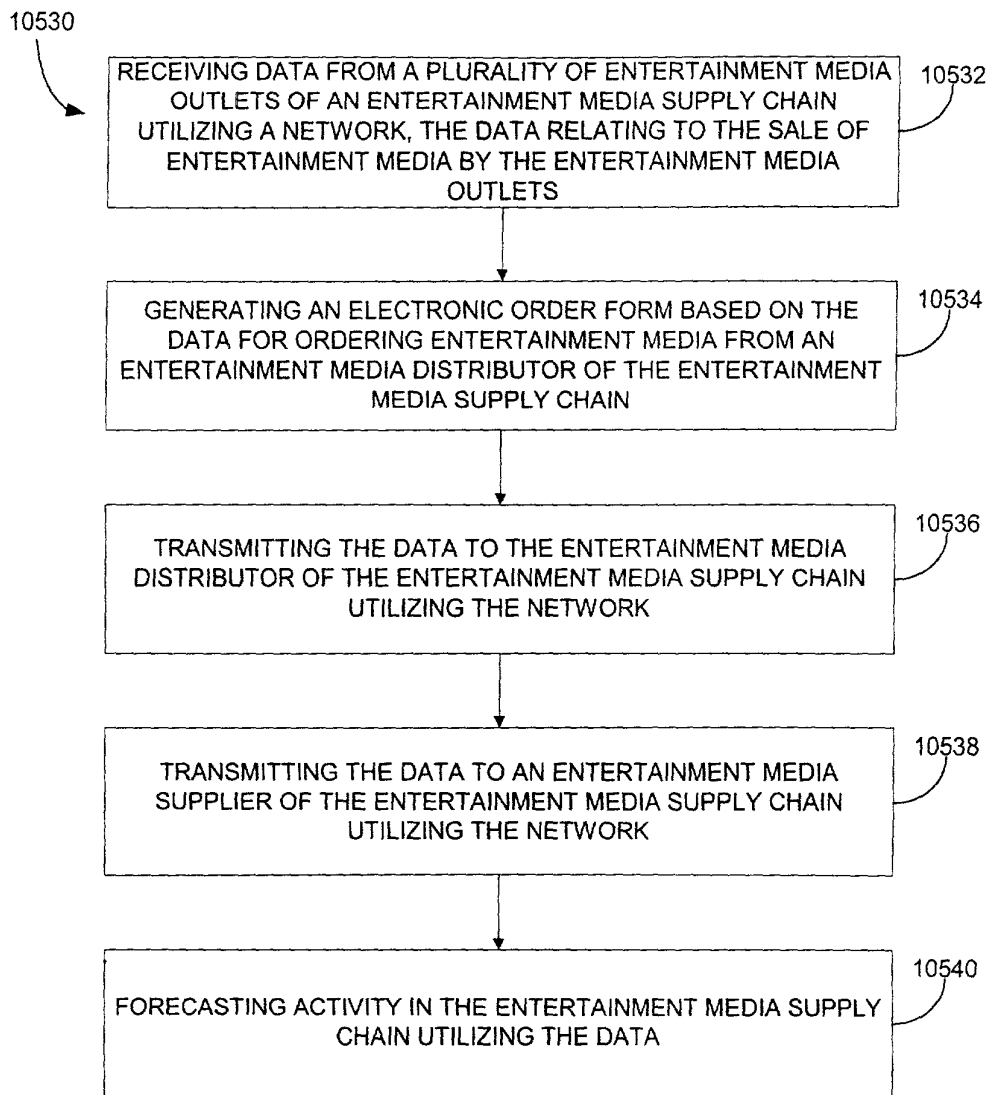


**FIG. 104A**

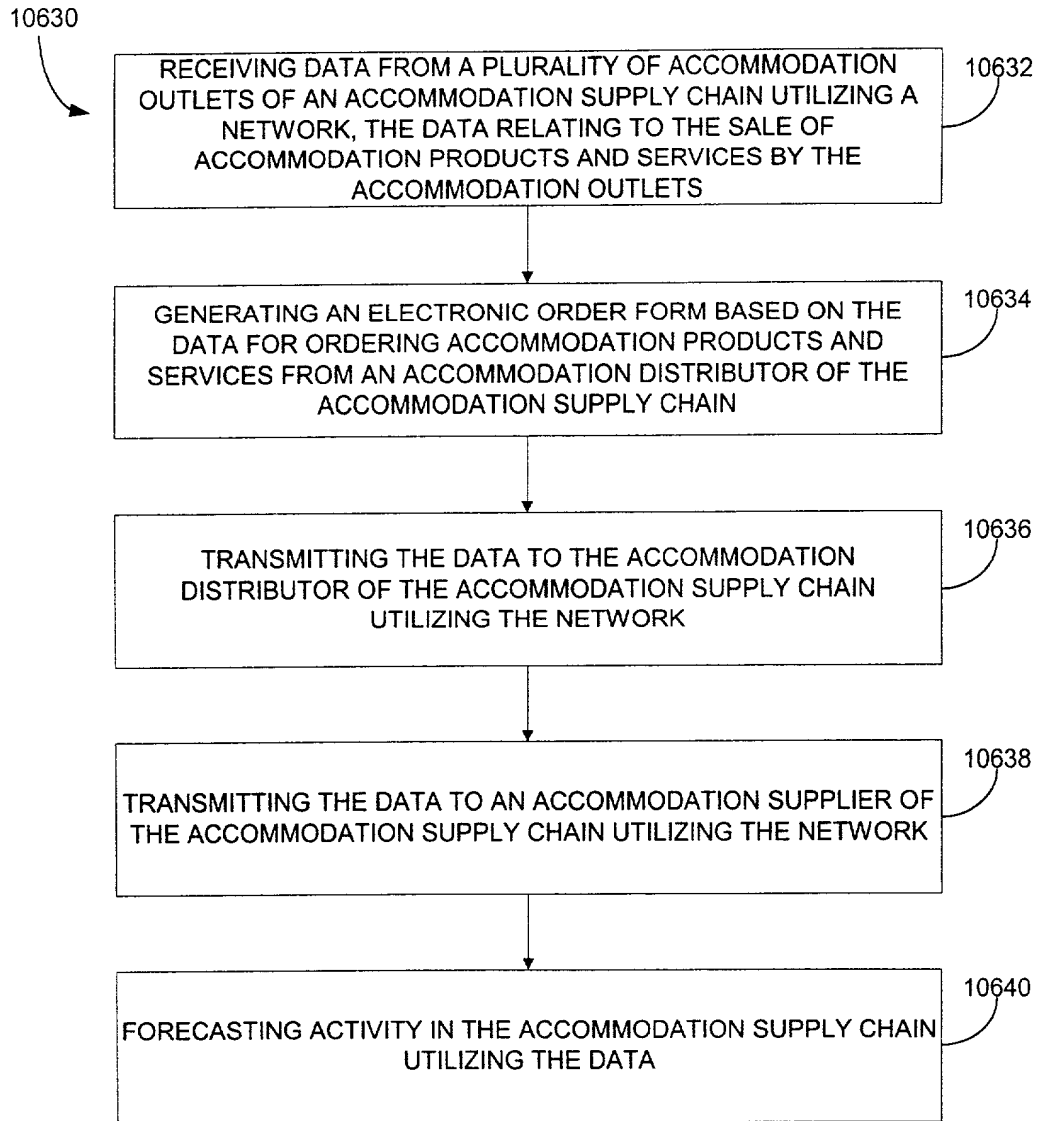
10460



**FIG. 104B**

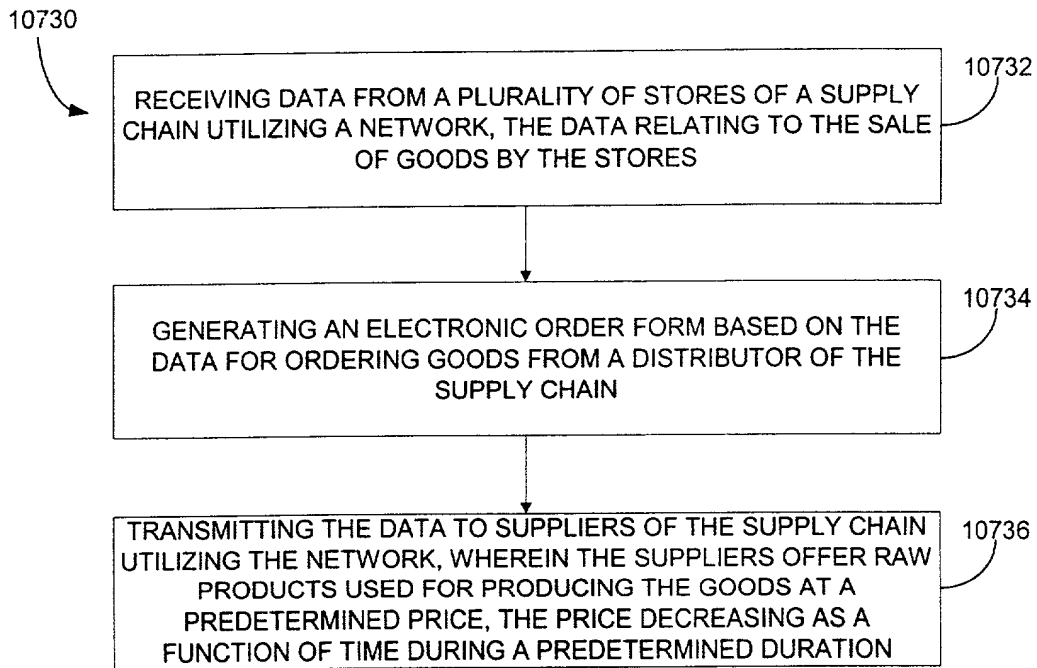


**FIG. 105**



**FIG. 106**

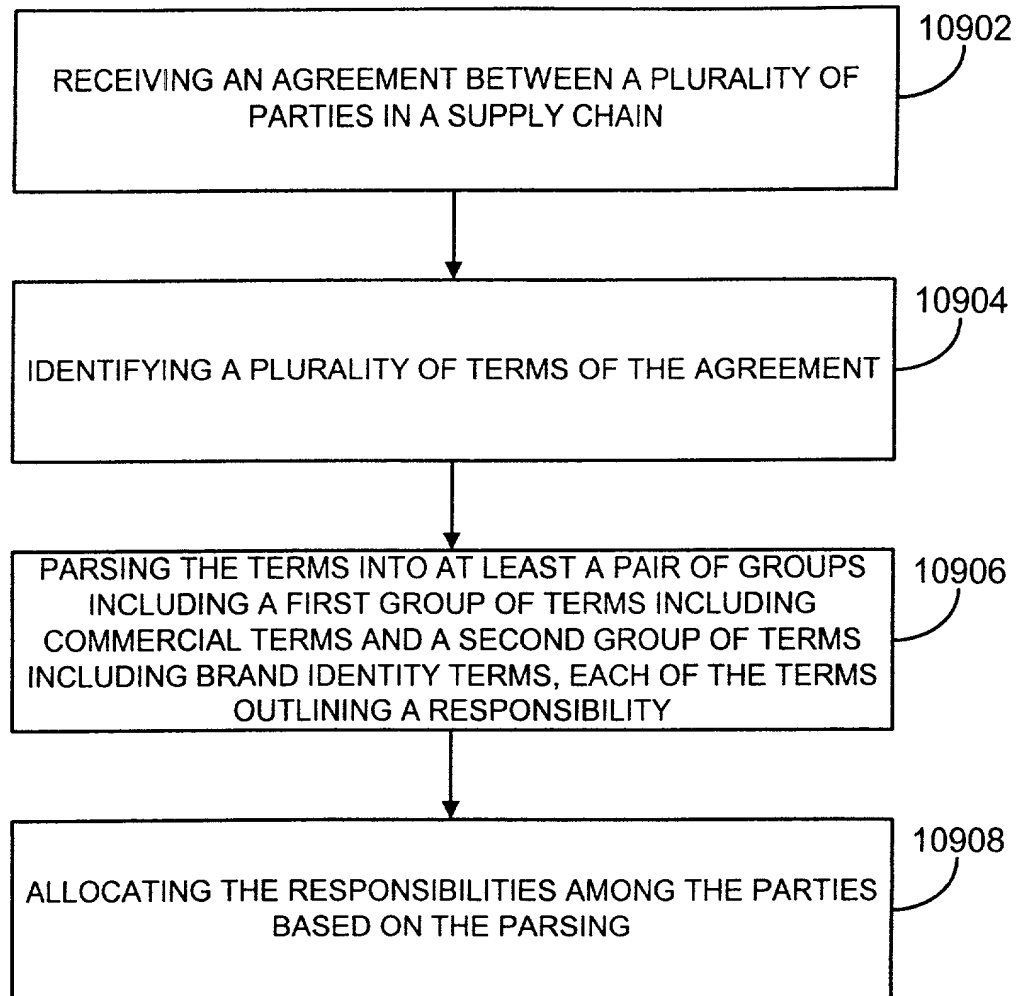




**FIG. 107**

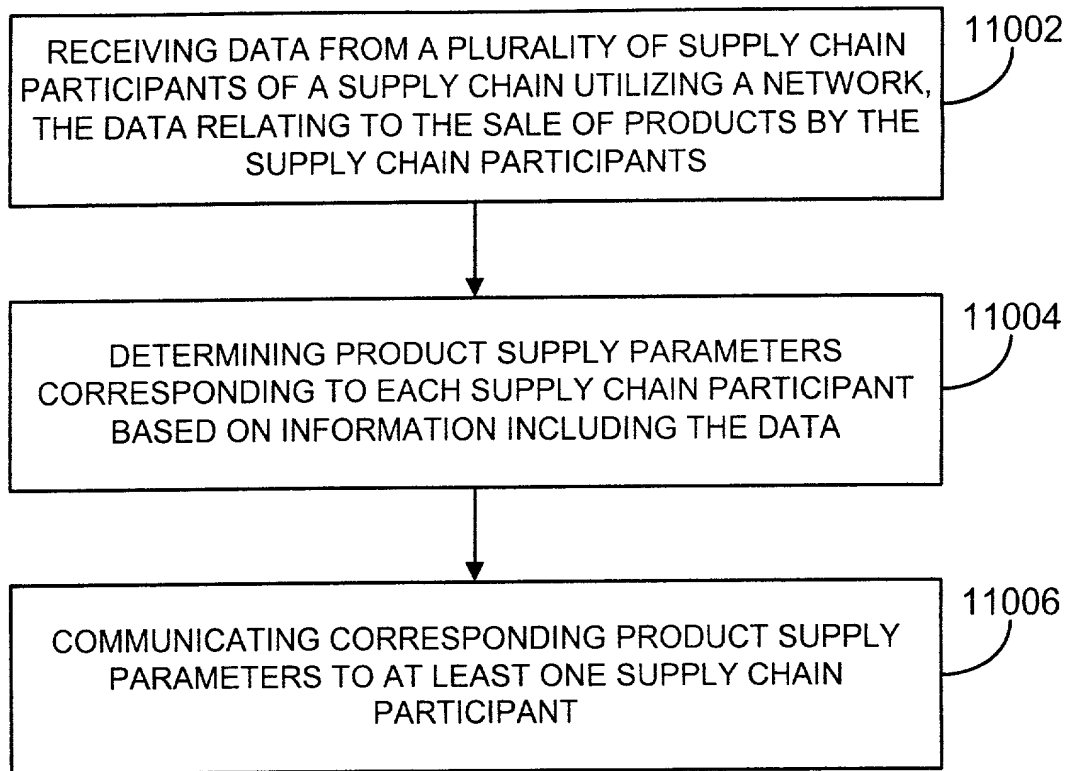


10900



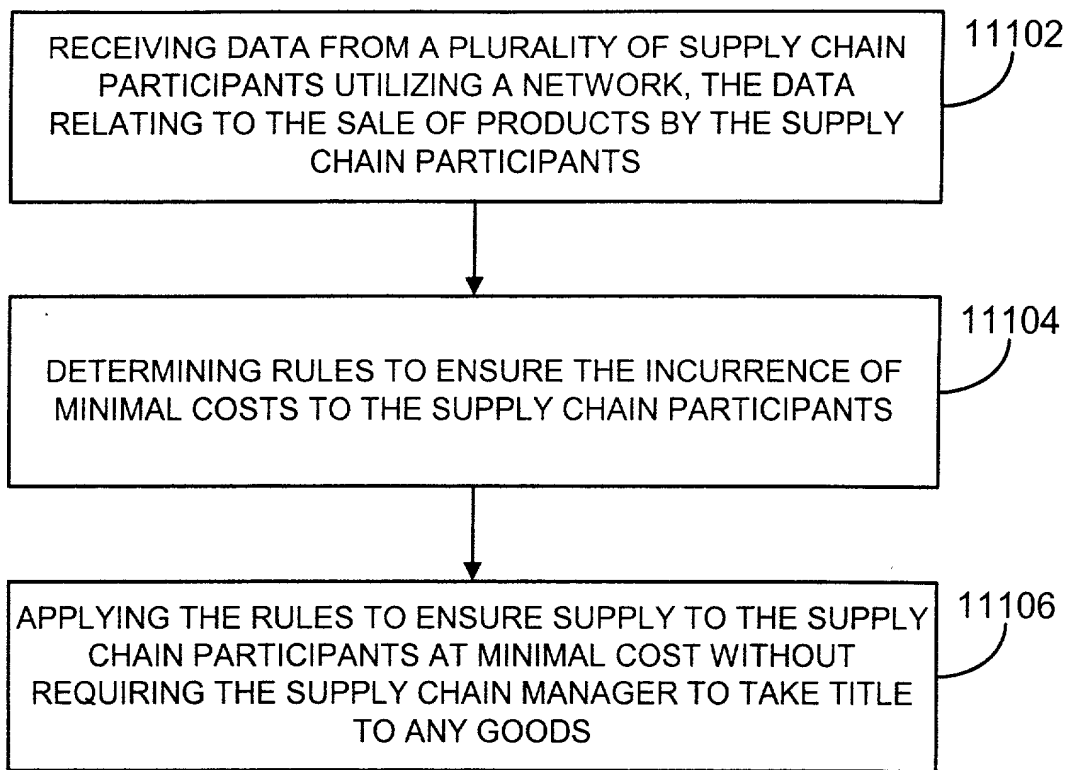
**FIG. 109**

11000



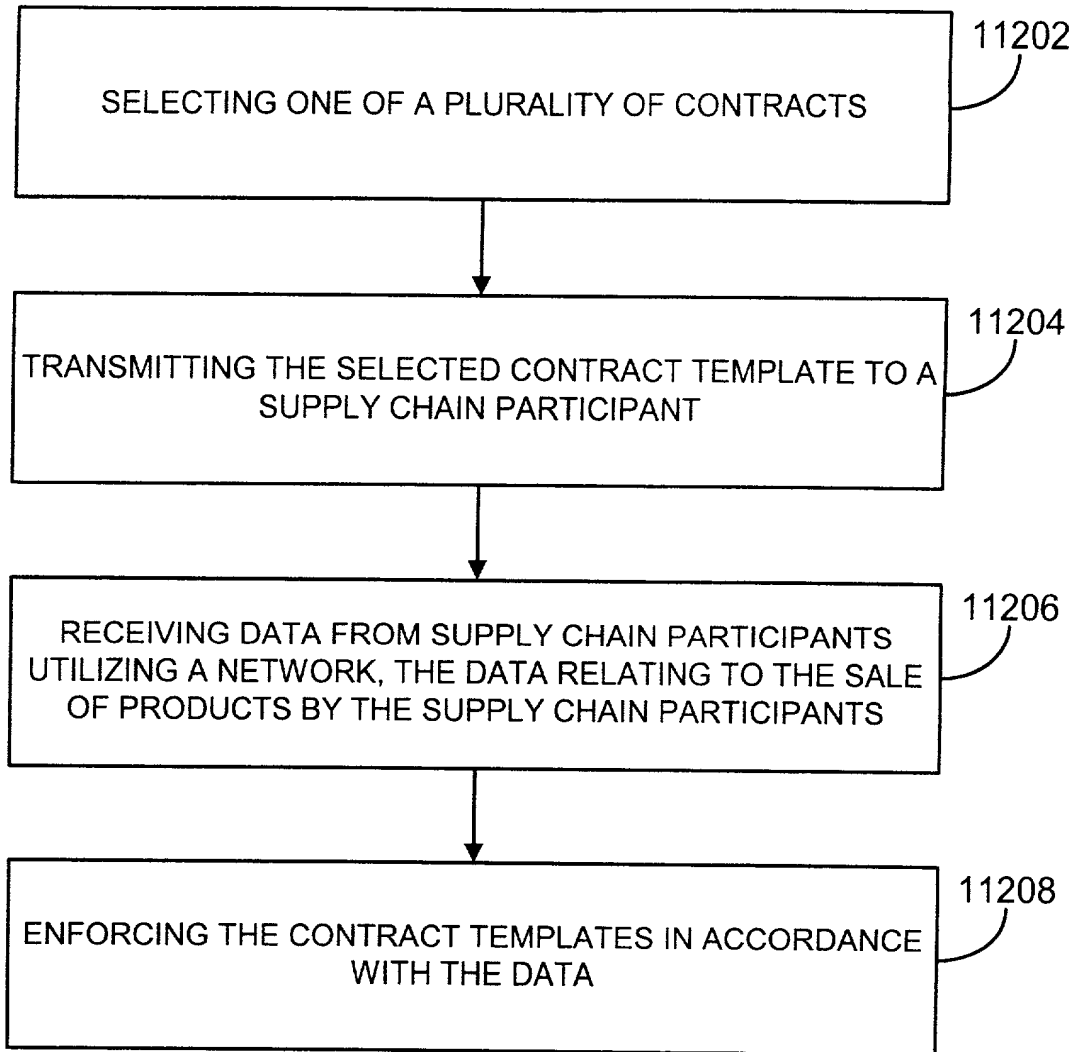
**FIG. 110**

11100



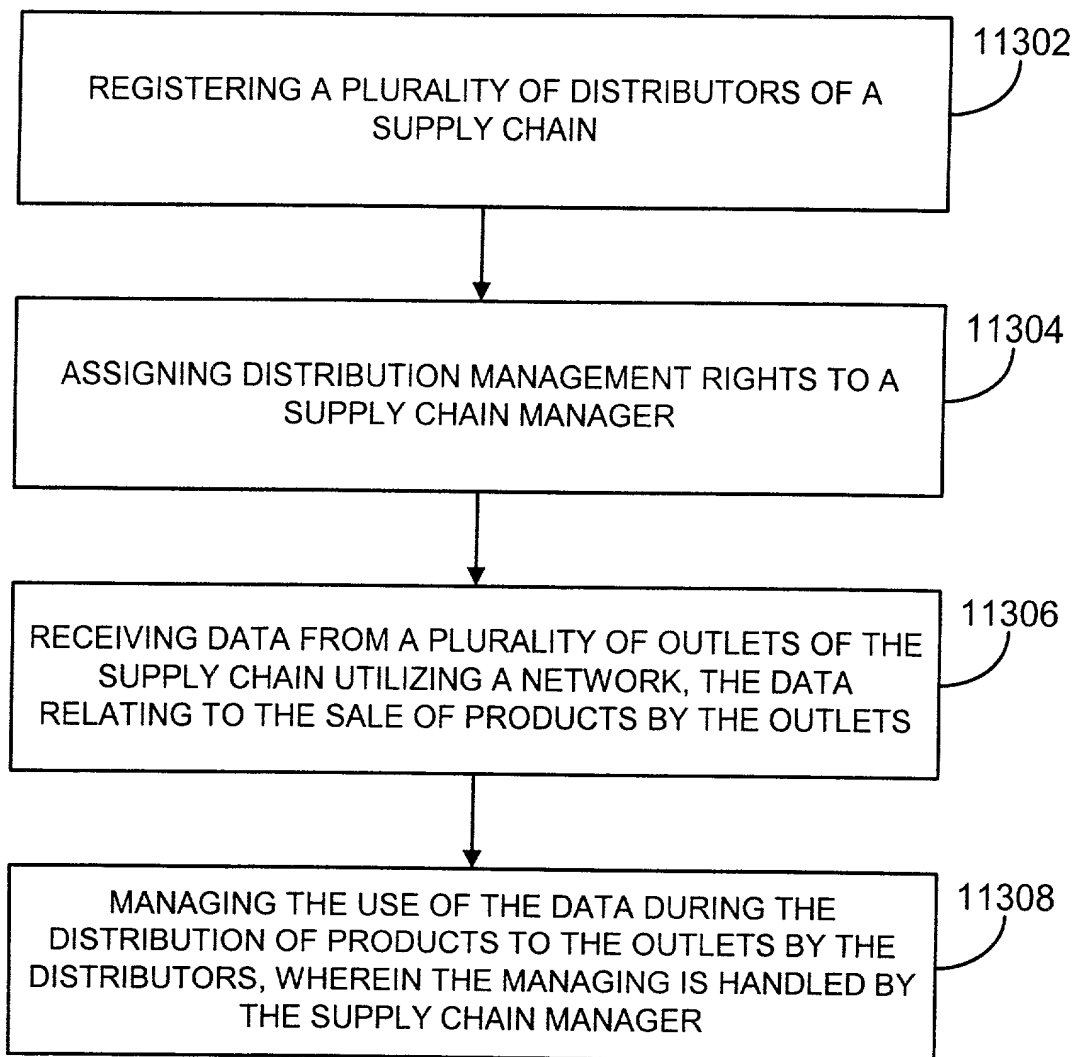
**FIG. 111**

11200



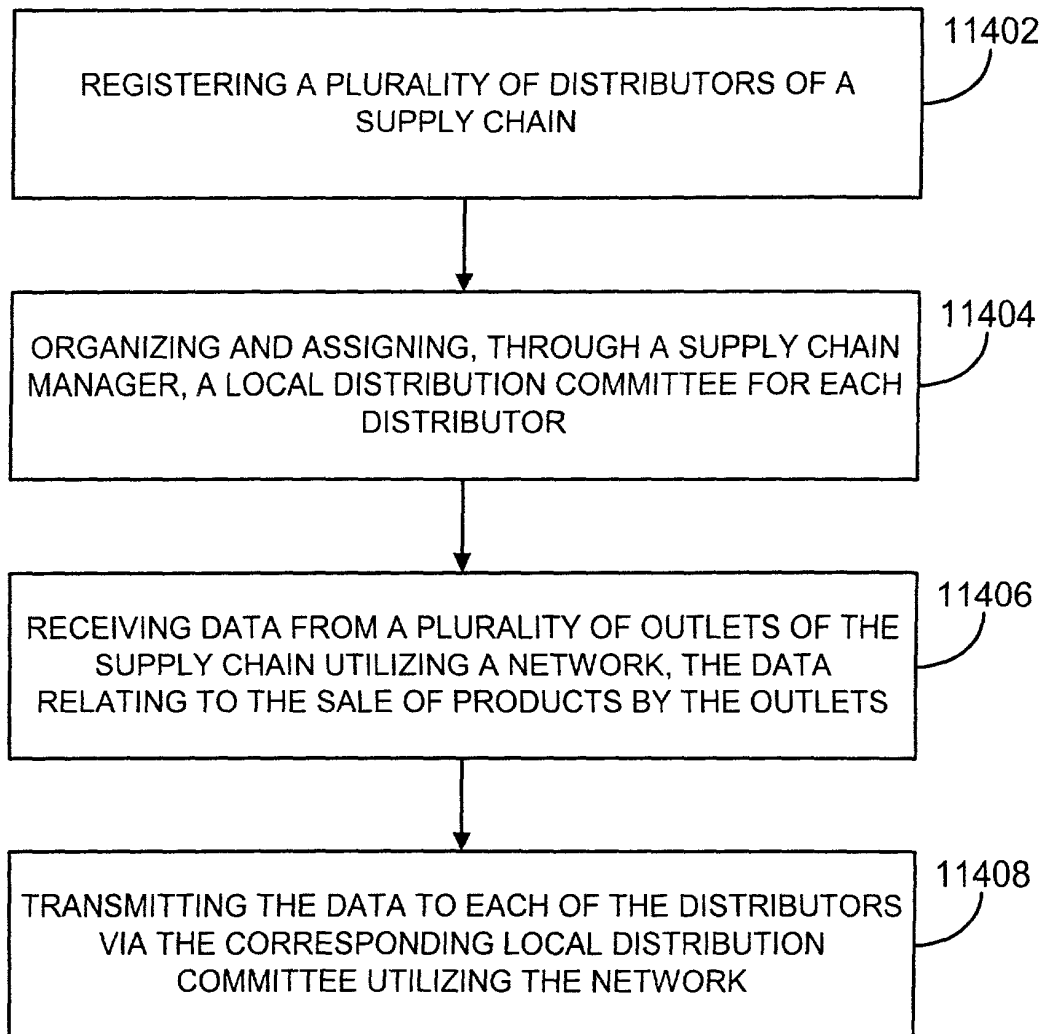
**FIG. 112**

11300



**FIG. 113**

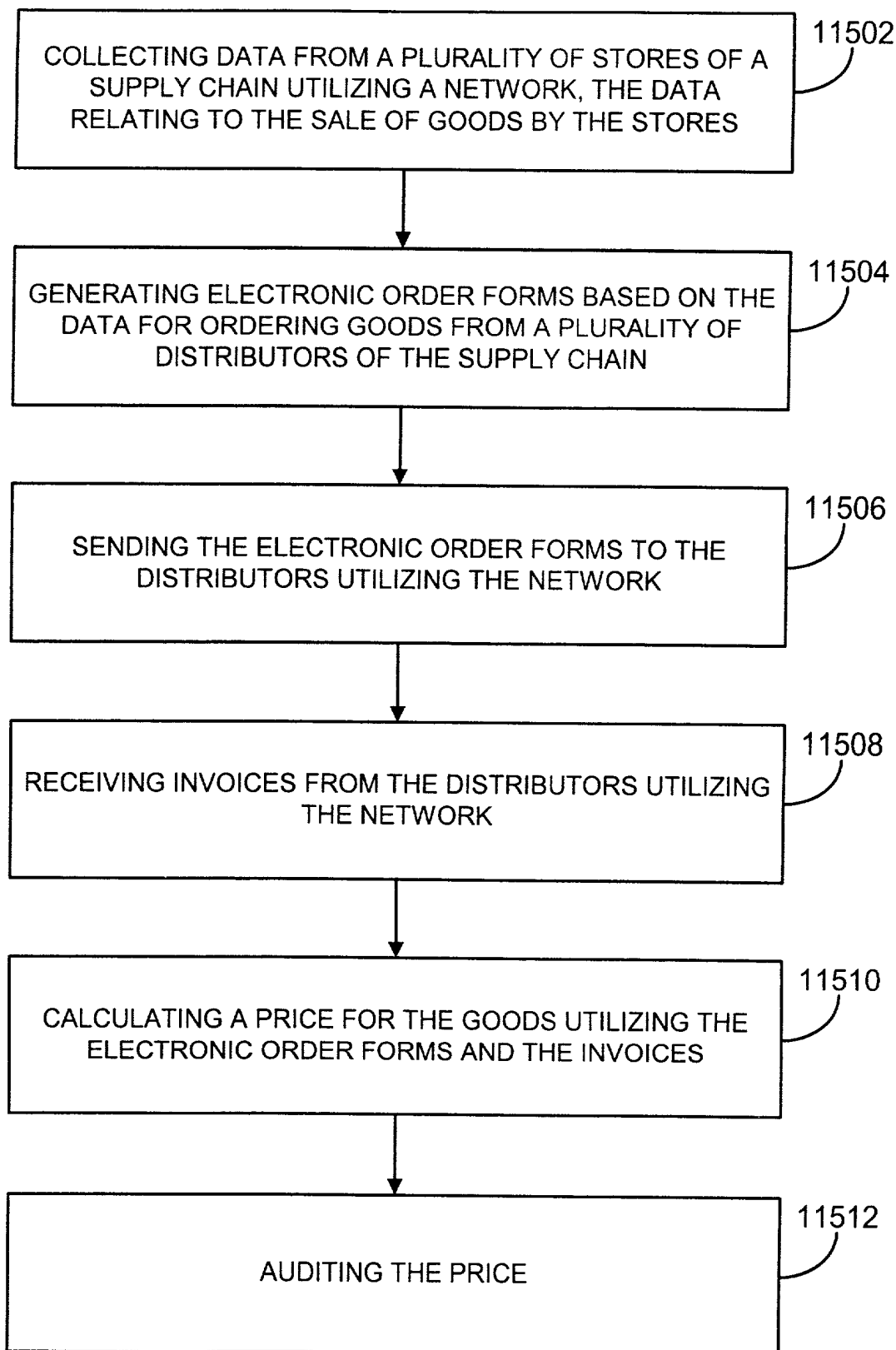
11400



**FIG. 114**

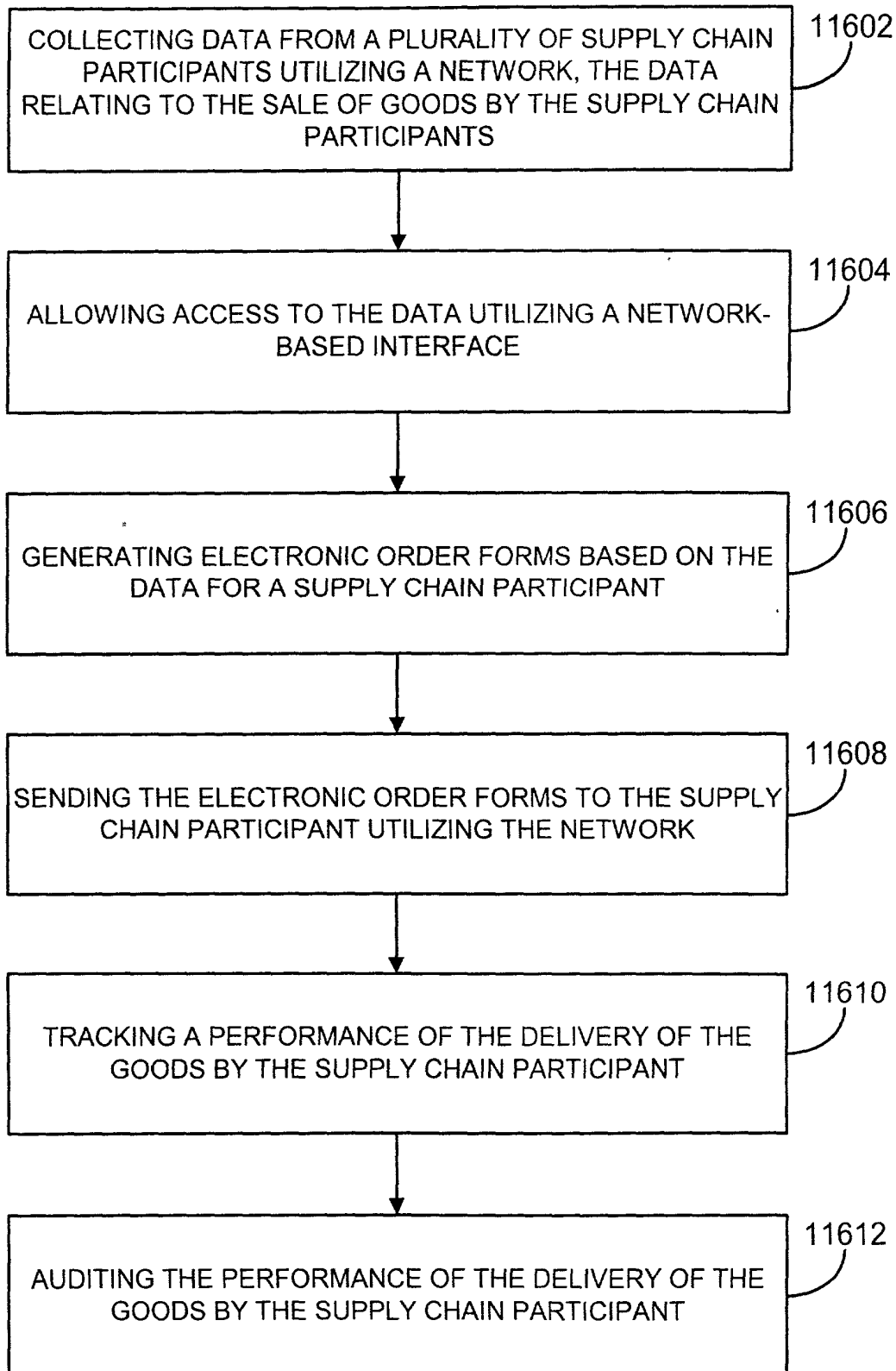


11500



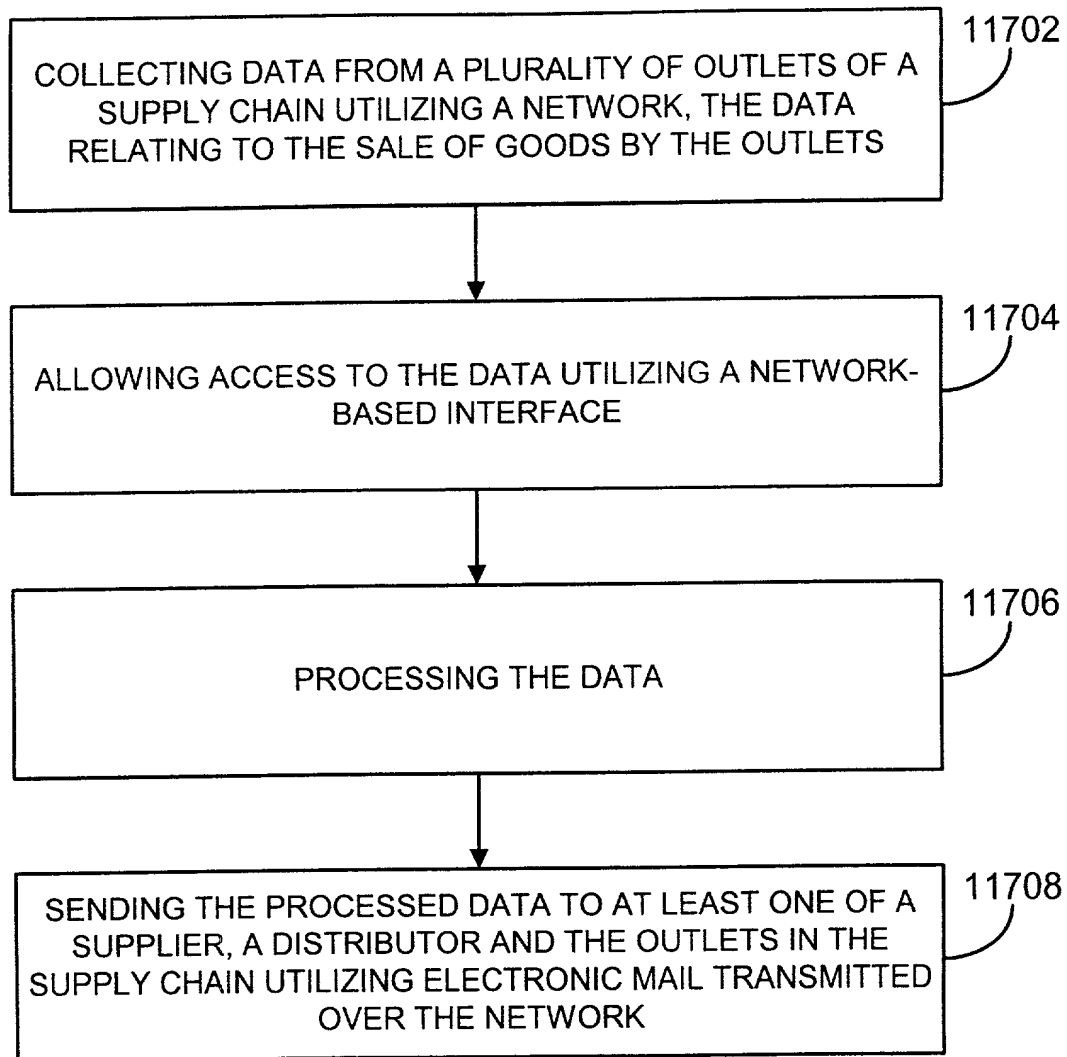
**FIG. 115**

11600



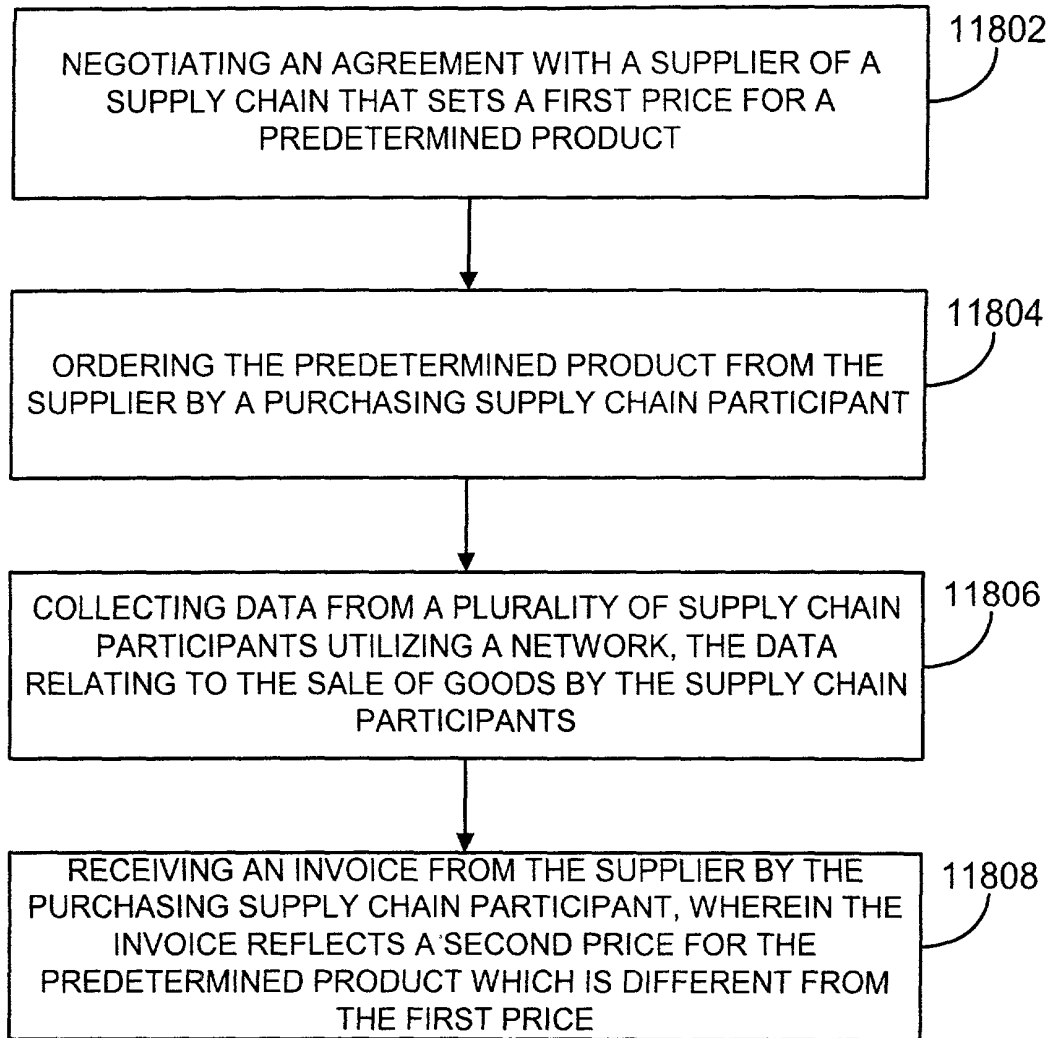
**FIG. 116**

11700



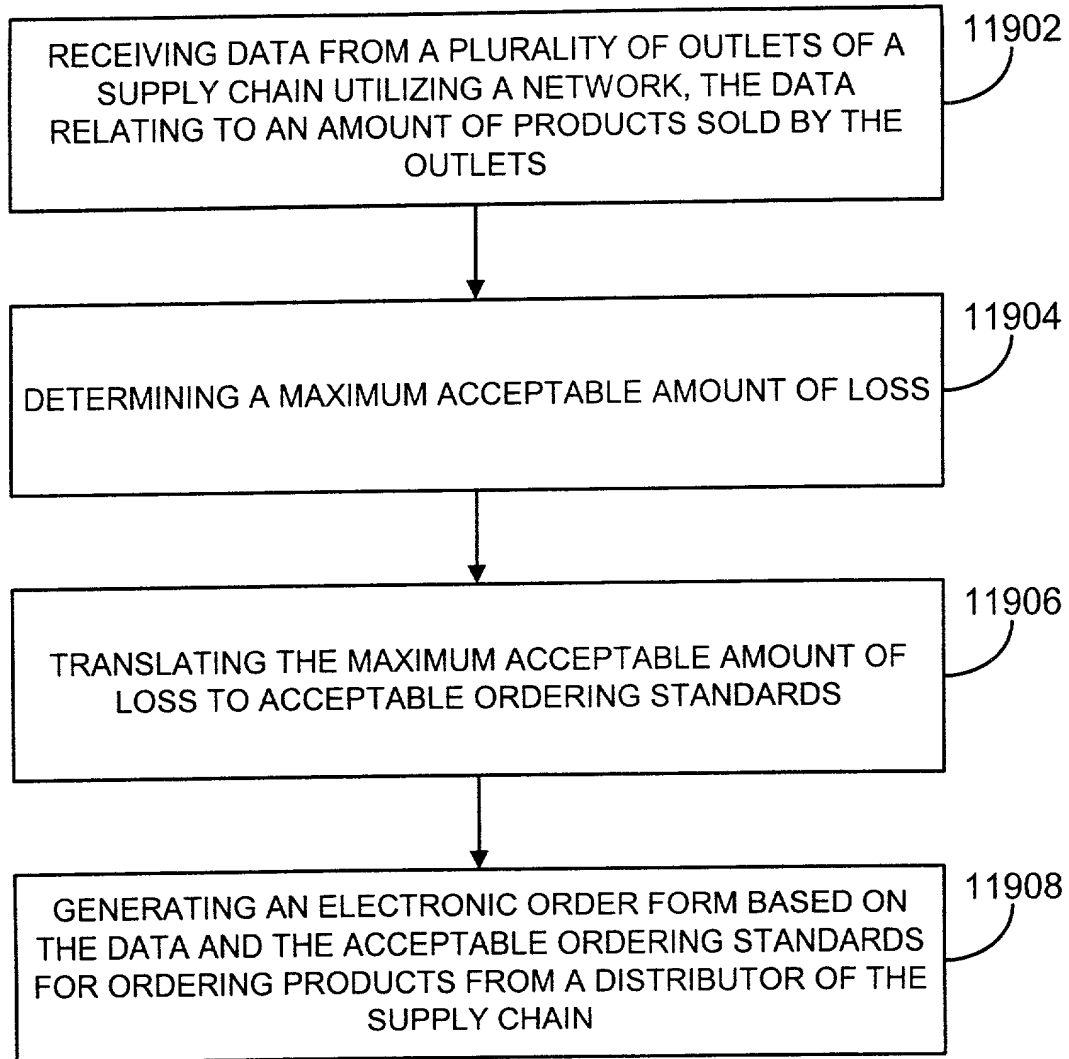
**FIG. 117**

11800



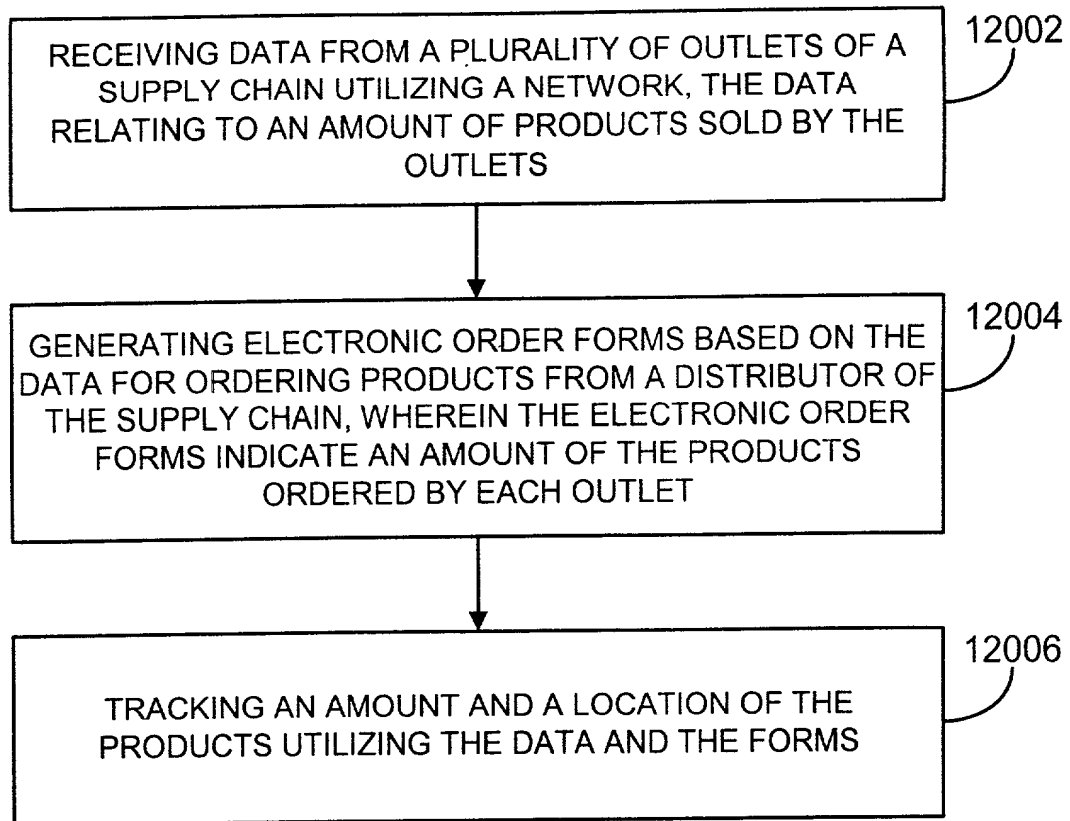
**FIG. 118**

11900



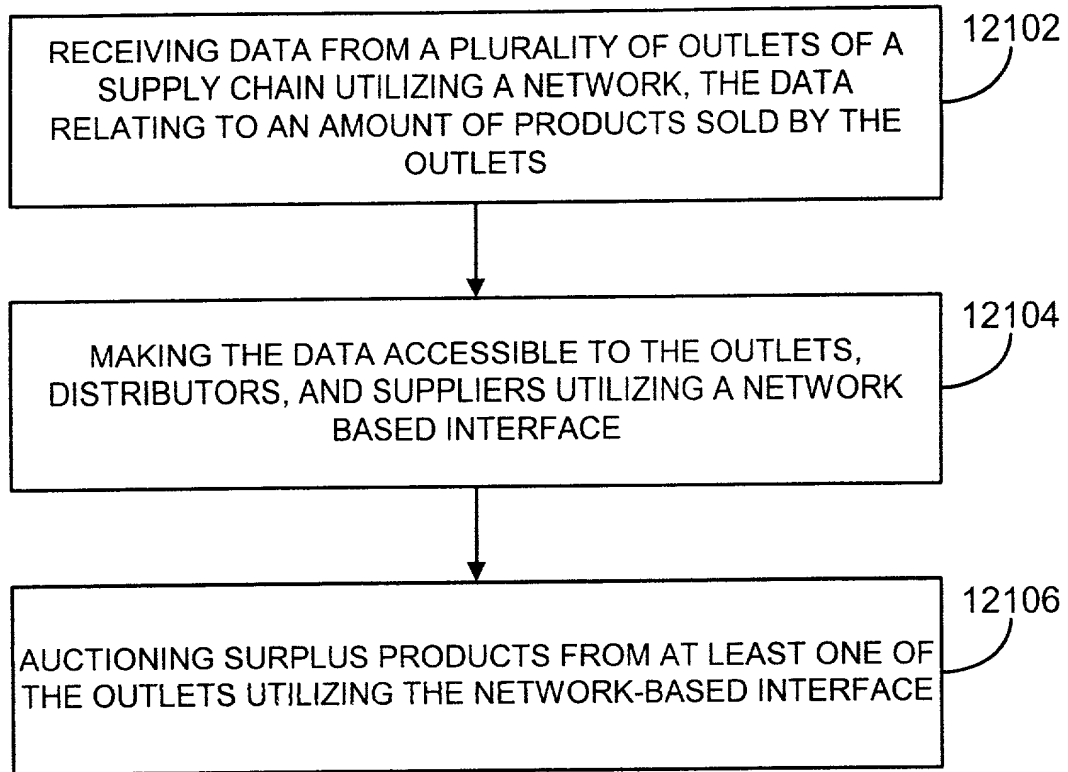
**FIG. 119**

12000



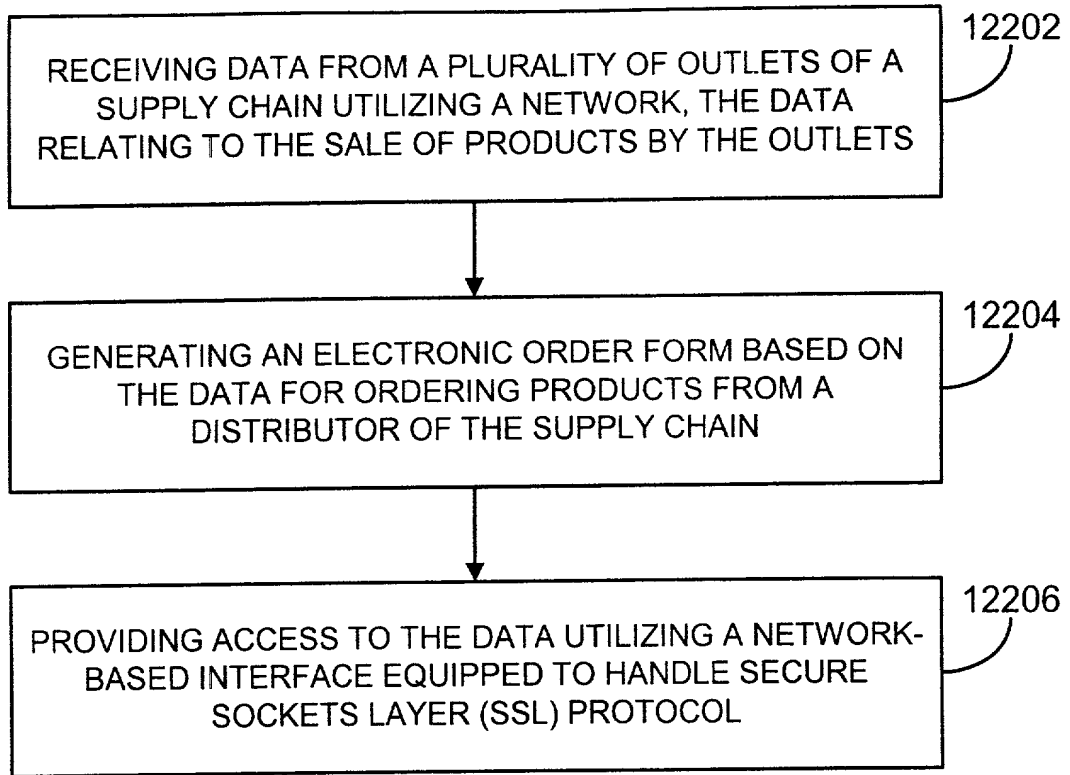
**FIG. 120**

12100



**FIG. 121**

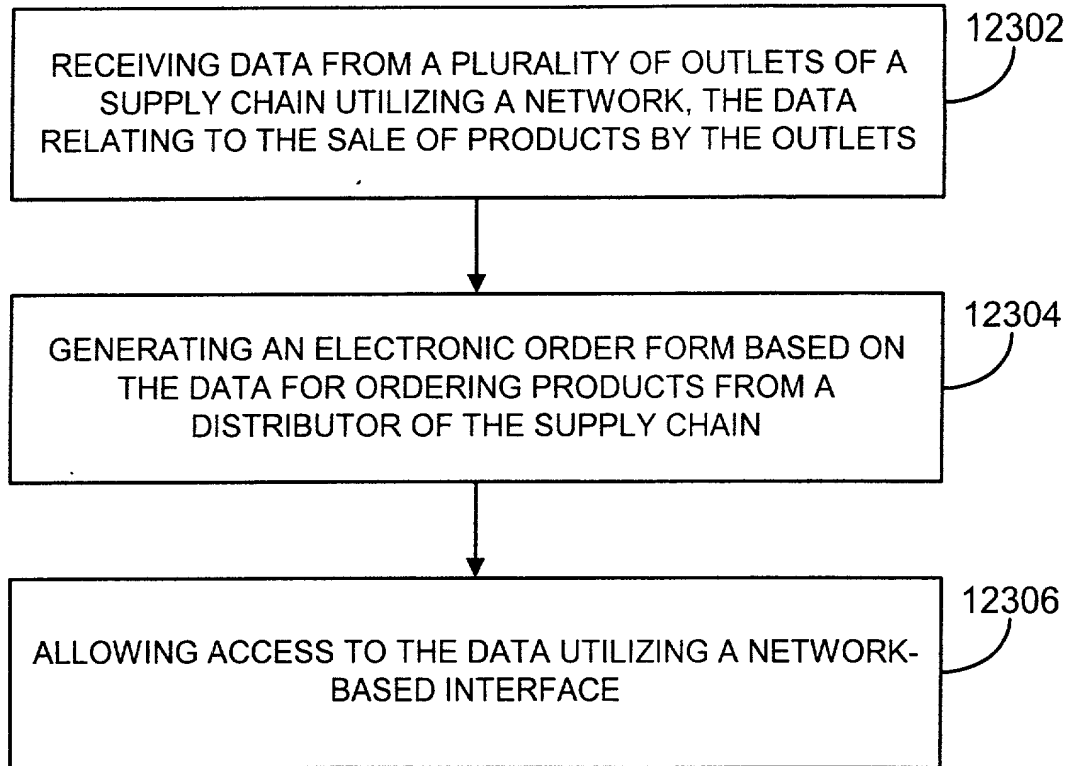
12200



**FIG. 122**

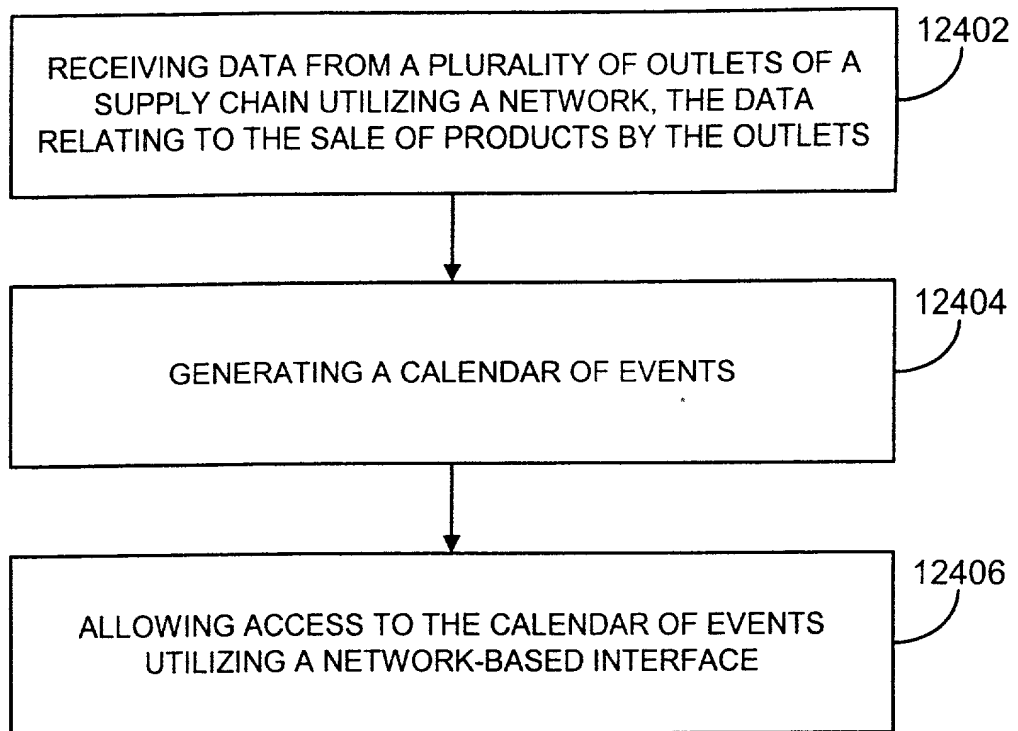


12300



**FIG. 123**

12400



**FIG. 124**

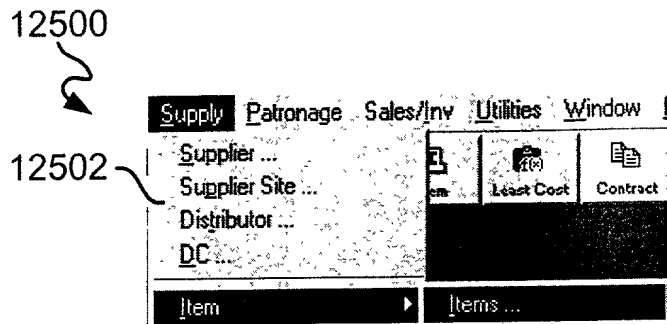


FIG. 125

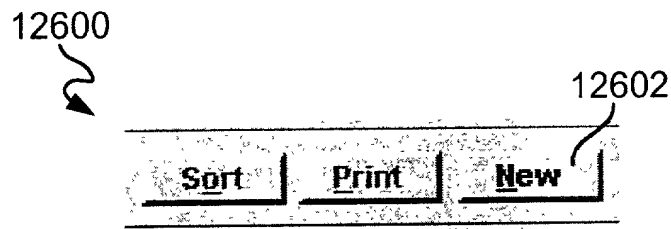


FIG. 126

12700

12702

<b>Item Desc:</b>	<input type="text"/>		
<b>Item Number:</b>	<input type="text"/>	<b>Status Code:</b>	Active <input type="button" value="v"/>
<b>Product Cat Code:</b>	<input type="text"/>	<b>Item Rank:</b>	<input type="text"/>

FIG. 127

FD9020" 455T350

12800



**Landed Cost by Distribution Center**

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCH(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>Bar Code:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

109070" 46857860

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

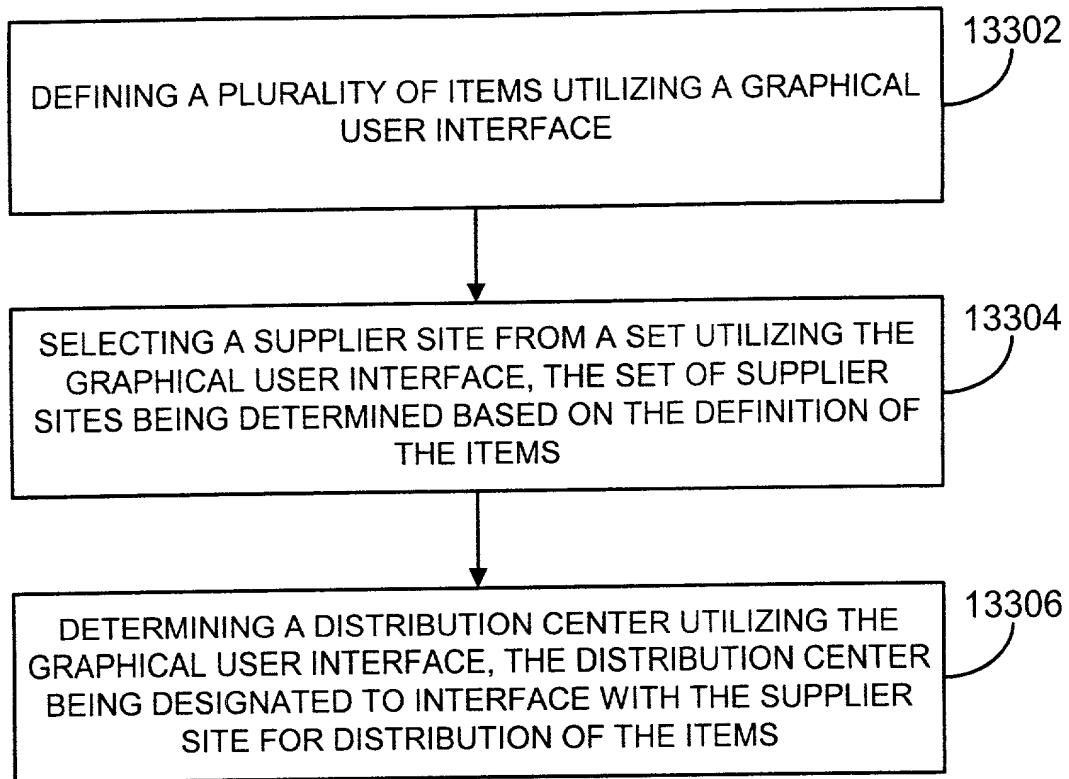
13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b> <input type="text"/>
<b>Status:</b>	Active <input type="button" value="v"/>	<b>Rail Sidings:</b> <input type="text"/>

FIG. 132

FIG. 131

13300



**FIG. 133**

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="text"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0 8400	35.2300
34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2 0	TL
96	215,040	5.1	TL

FIG. 137



13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

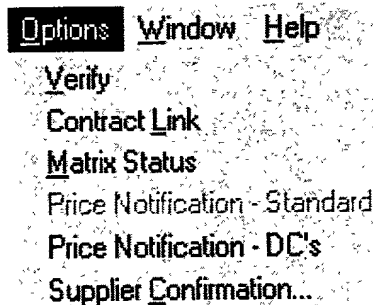


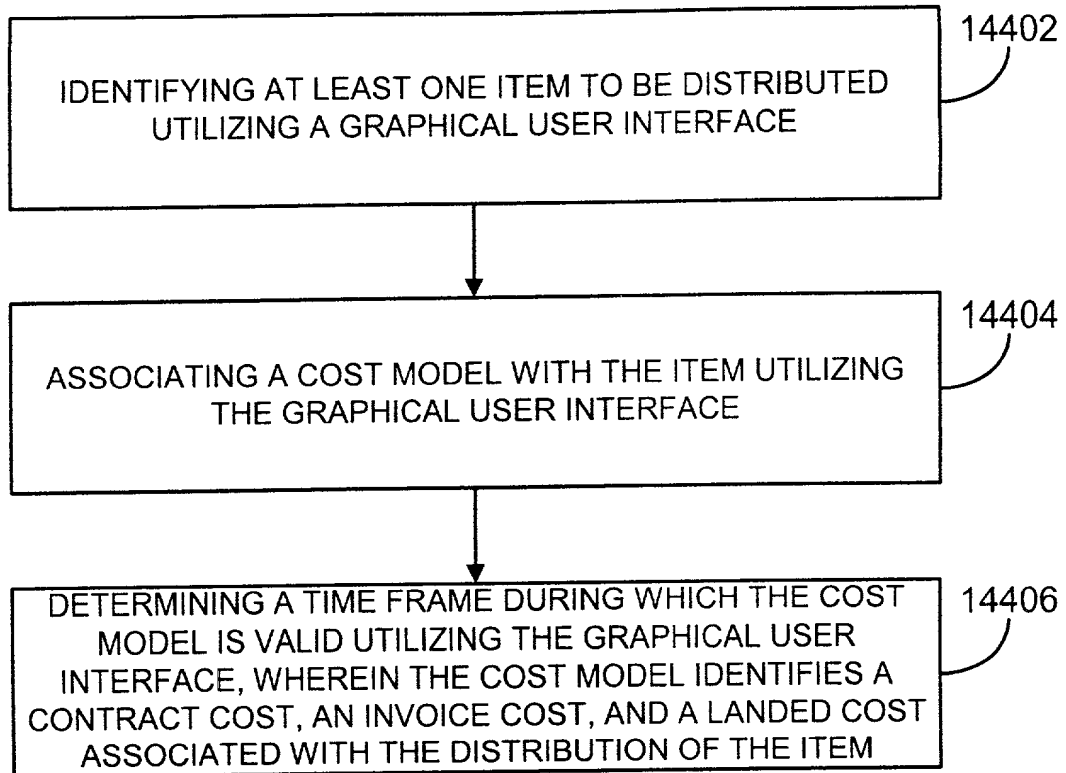
FIG. 141

14300

<u>C</u> ost	▶	<u>E</u> dit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name:  Current Buyer Name:

FIG. 146

14700

Contract Start Date:

Contract End Date:

Execution Date:

Effective:

Payment Terms:

FIG. 147

14800

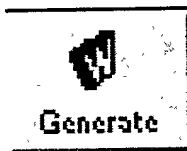


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

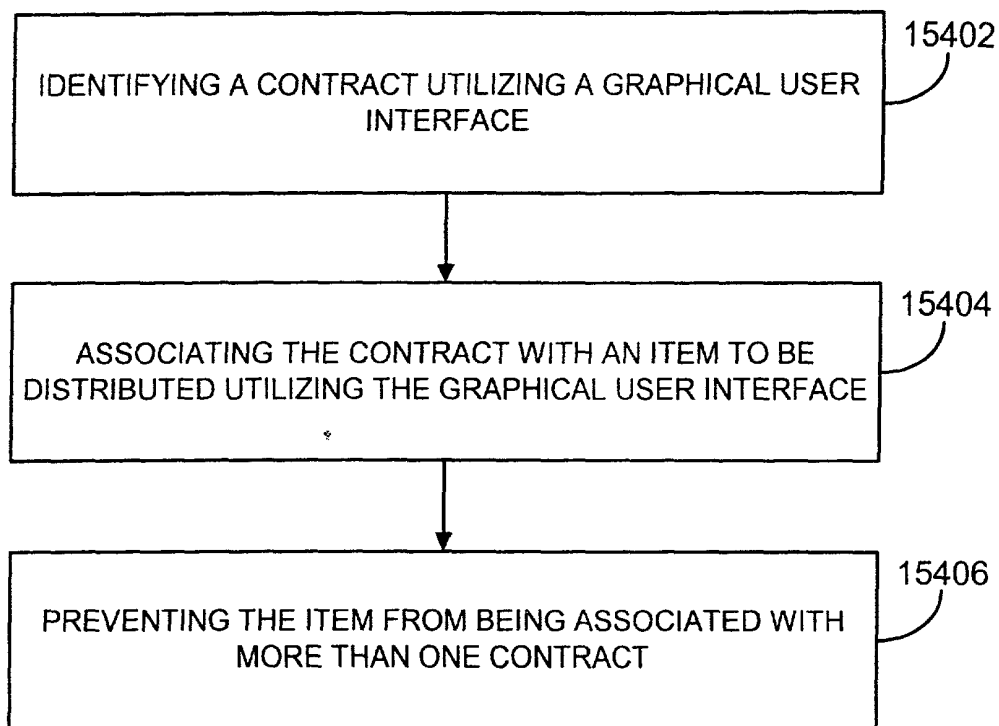
15300



FIG. 153

09015897.070501

15400



**FIG. 154**

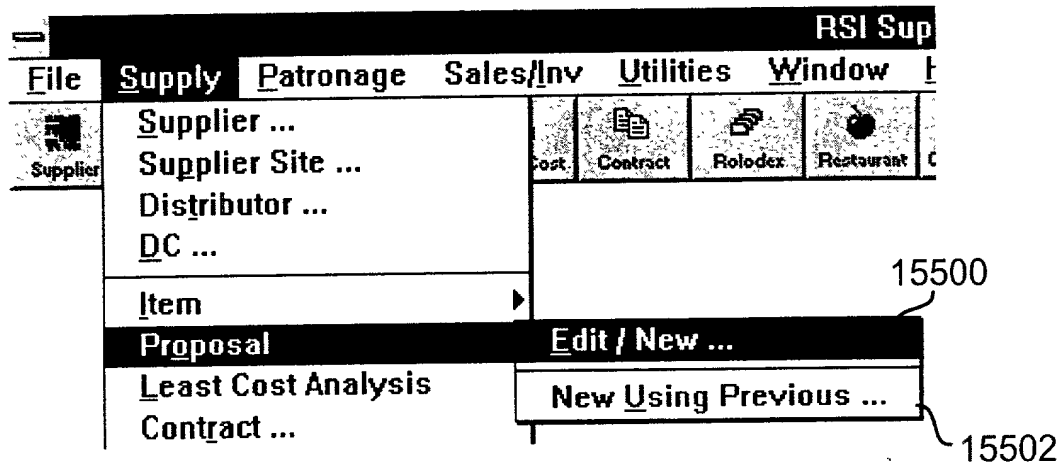


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID: 1021				Proposal Due Date: 06/12/97				
Proposal Name: Foam Hot Cups & Polystyrene Lids				Contract Begin Date: 07/01/97				
Buyer Name: Dennis Clabby				Contract End Date: 06/30/98				
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

FIG. 156

105040" 46857850

15700



FIG. 157

15800

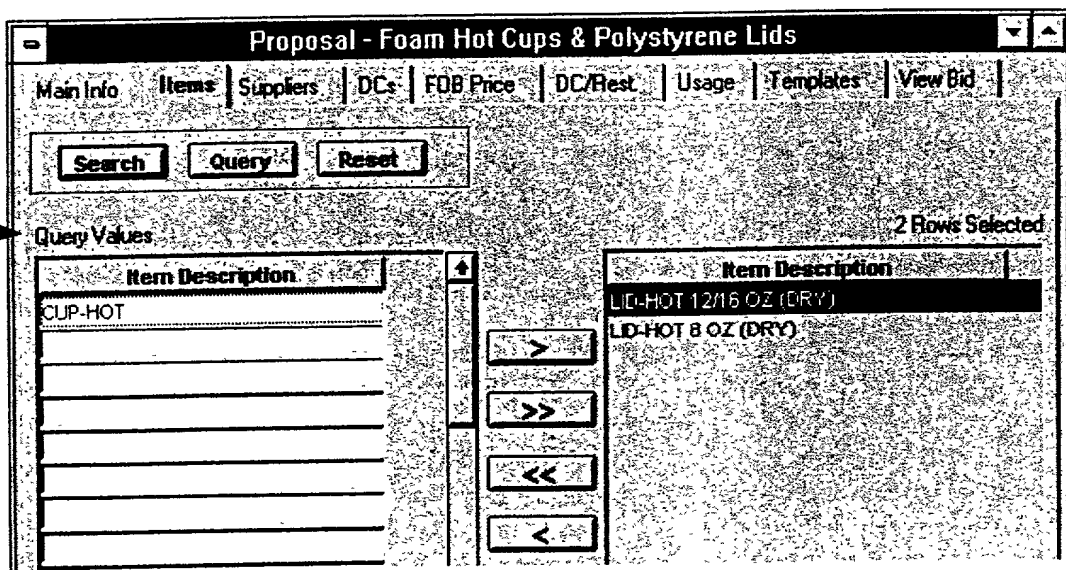


FIG. 158



15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (PAPER)	DRY	CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (PAPER)	DRY	CUP-HOT 8 OZ (DRY)
		LD-HOT 12/16 OZ (DRY)
		LD-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

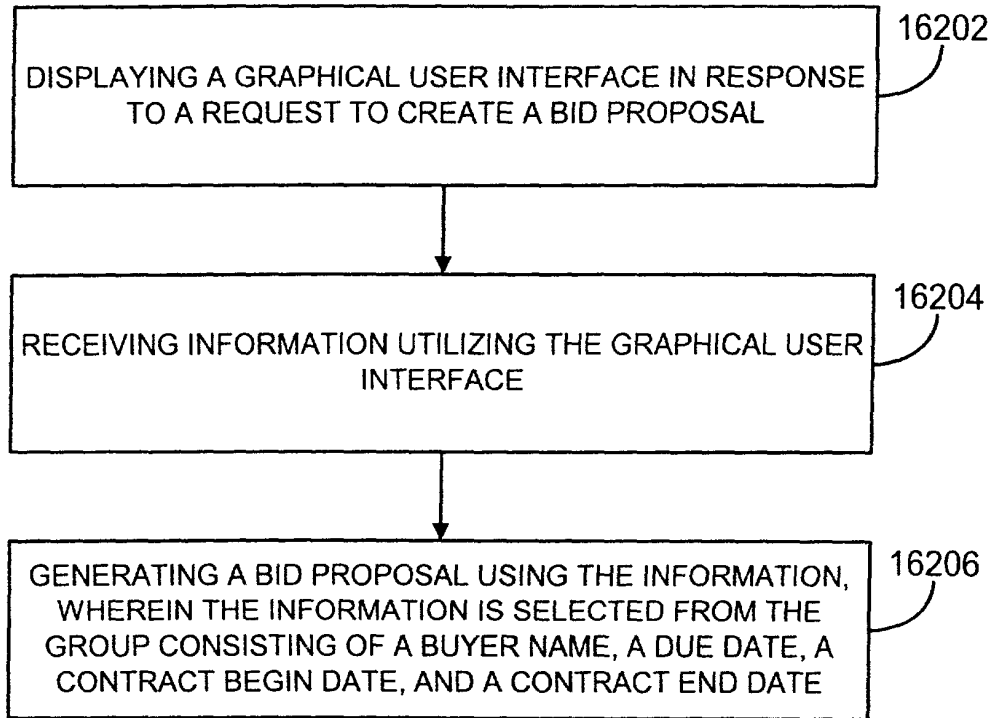
  

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

T09070" / 685T860

16200



**FIG. 162**

16300



FIG. 163

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>		?	N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>		?	N
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

FIG. 164

16500

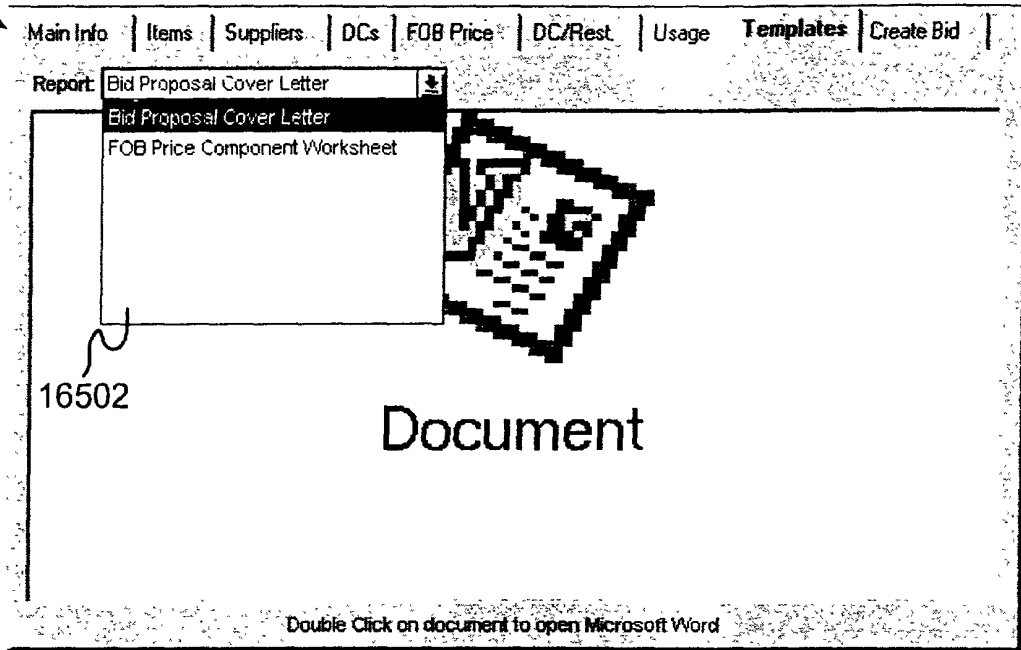


FIG. 165

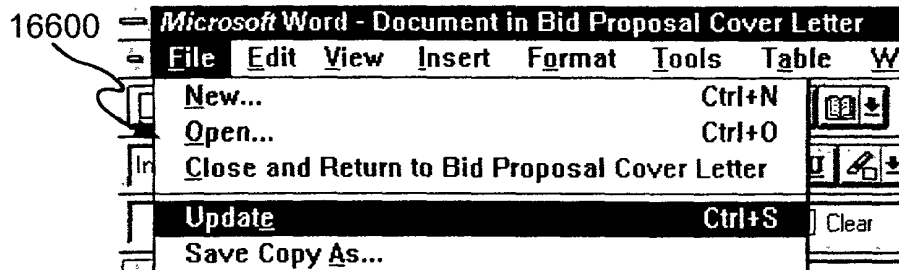


FIG. 166

09845897.070501

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest.](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

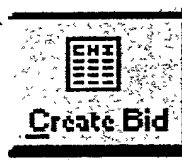


FIG. 168

16900

Report:  Supplier:

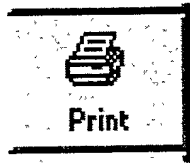
7/2/97

Item Information Worksheet	<input type="checkbox"/>
Bid Proposal Cover Letter	<input type="checkbox"/>
FOB Price Component Worksheet	<input type="checkbox"/>
General Terms & Conditions	<input type="checkbox"/>
Item Information Worksheet	<input checked="" type="checkbox"/>
LTL Freight Worksheet	<input type="checkbox"/>
Sample Supply Agreement	<input type="checkbox"/>
Supplier Facility Worksheet	<input type="checkbox"/>

**Restaurant Services, Inc.**  
**Item Information Worksheet**  
 ATTY  
 DS

FIG. 169

17000



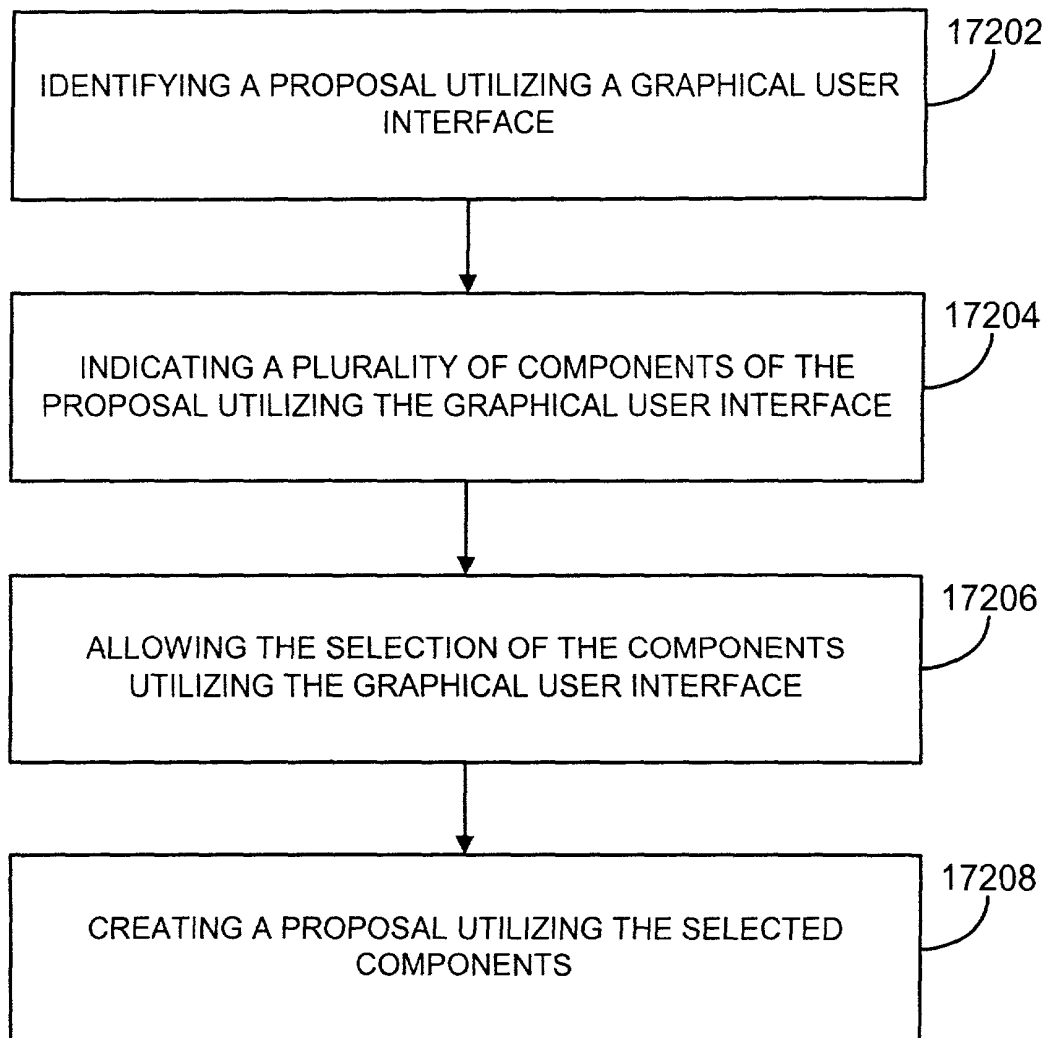
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

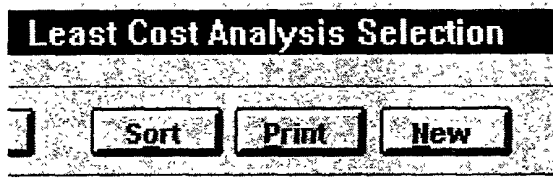


FIG. 174

17500

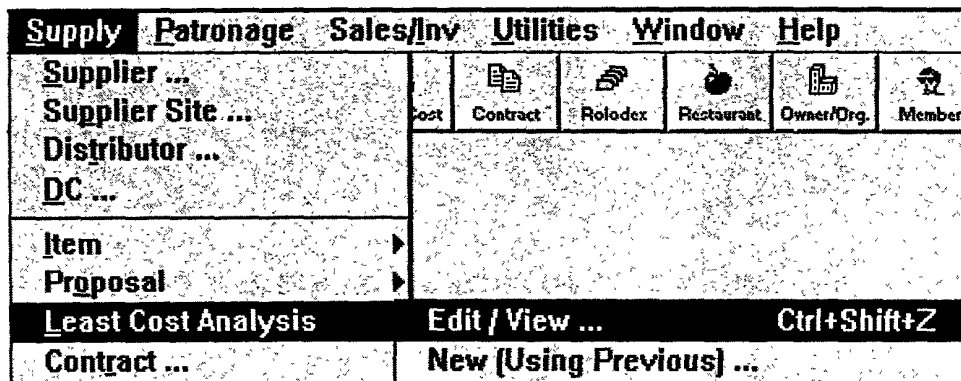


FIG. 175

**Bid Proposal Name:**

(None)



17600

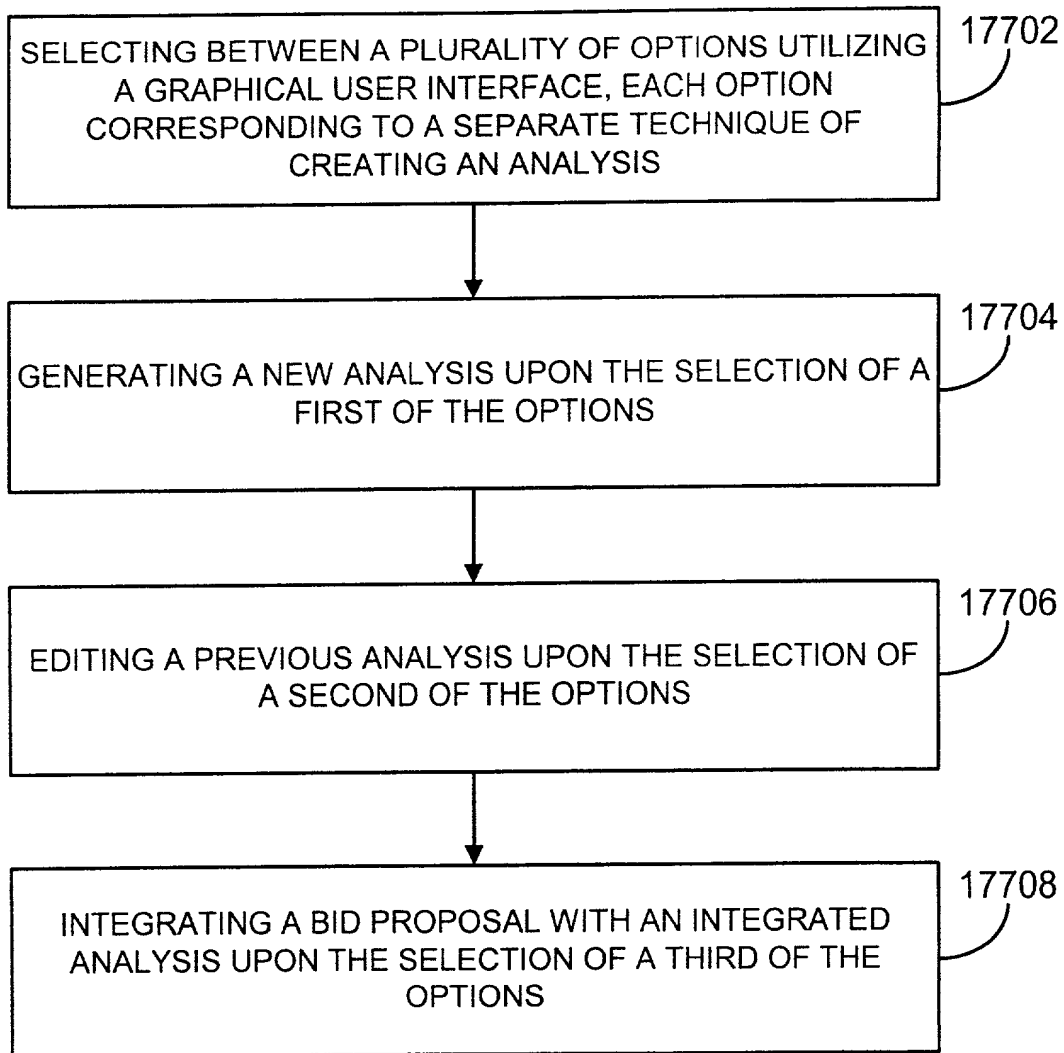
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

**FIG. 176**

109845897.070604

17700



**FIG. 177**

109020-26857860

17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB

**What is pricing method for this version ?** FOB + Freight

**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000

**Override RDC Truckload Validation?** No

**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

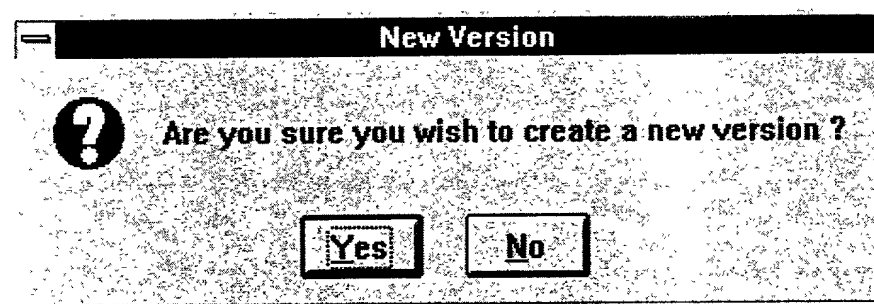
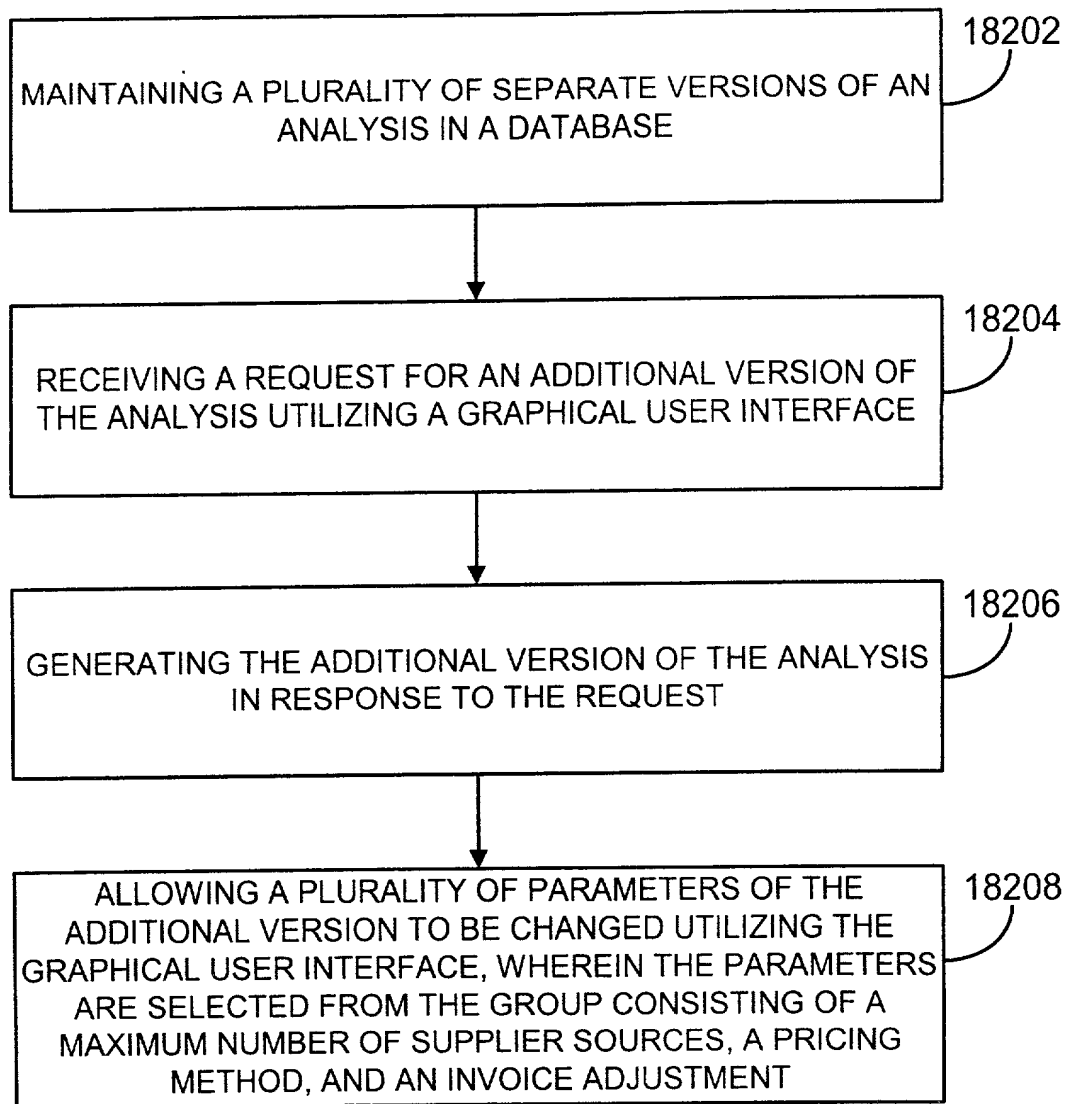


FIG. 181

FIG. 180

18200



**FIG. 182**

FIG. 183

18300

Search

Query

Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNINGTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

>

>>

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

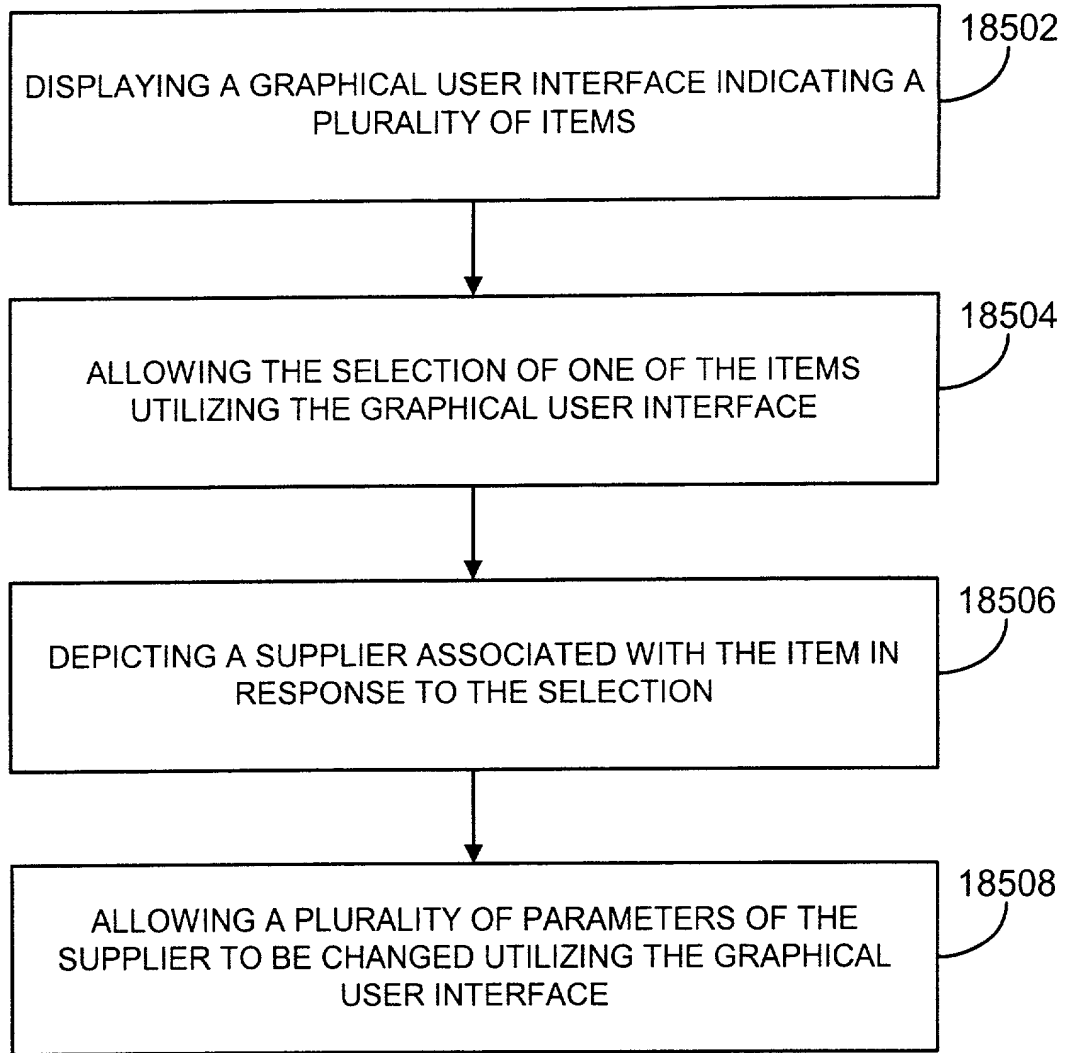
FIG. 184

109920" 2685T850



2025-07-04 15:09:20

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CLIP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CLIP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CLIP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29 28 POUND(S)
Case U/M	INCH(S)	Net Weight:	27 28 POUND(S)

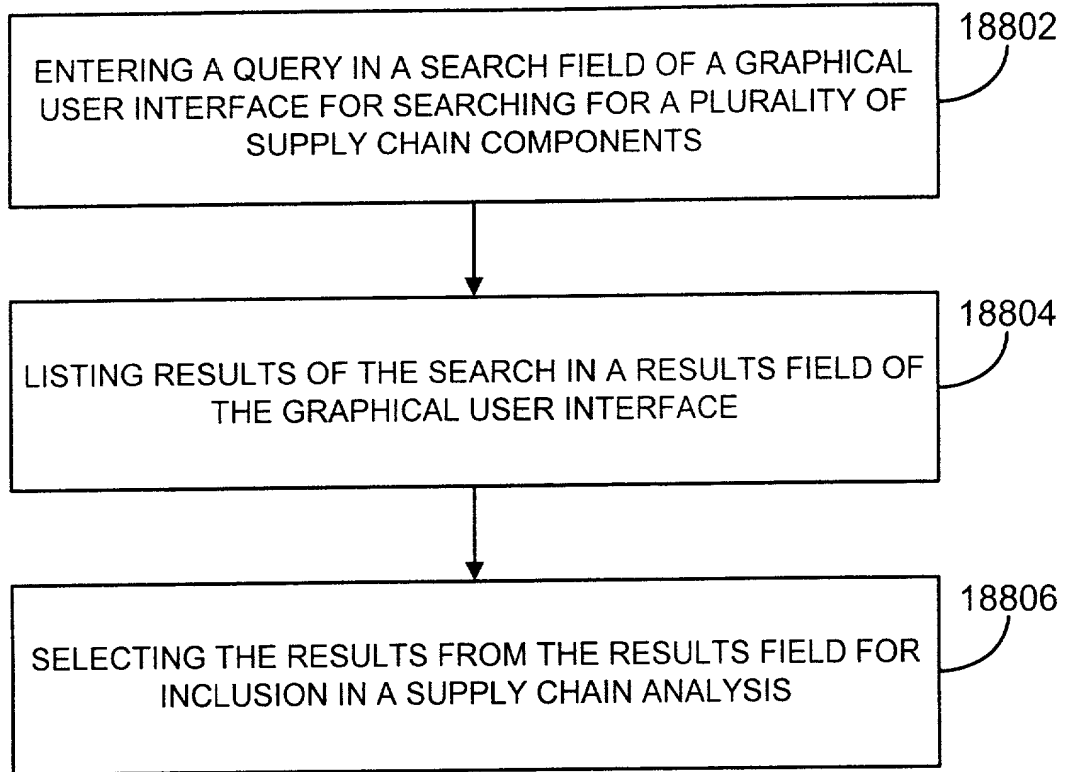
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

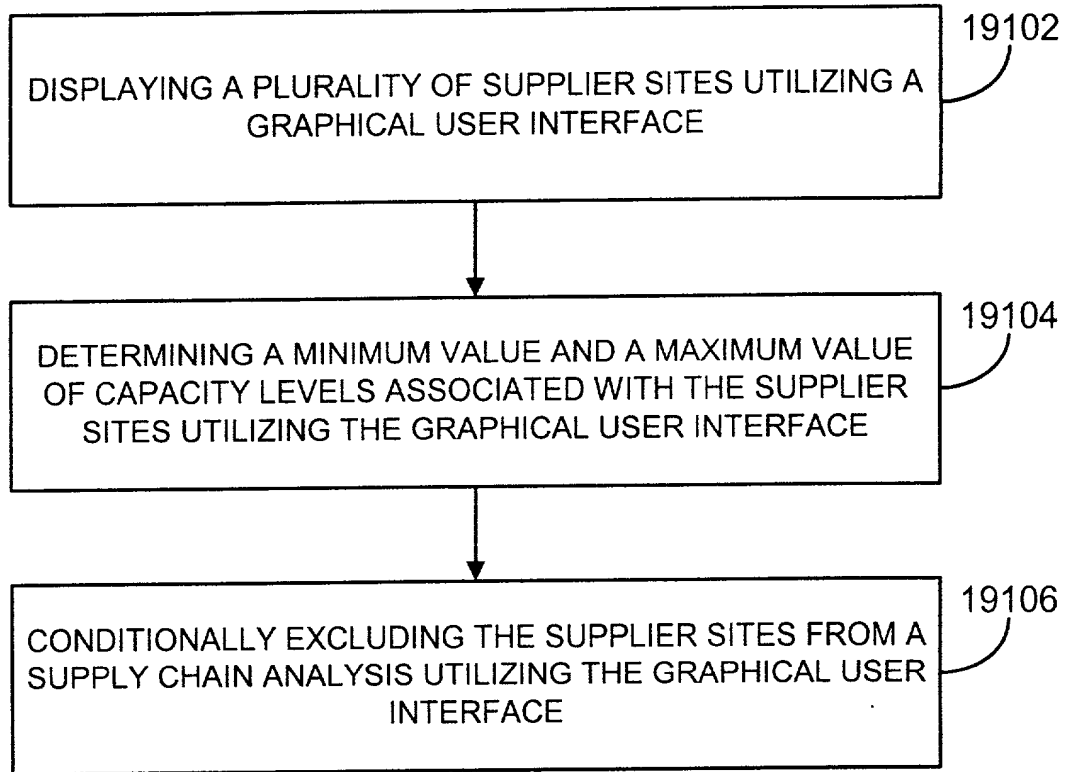
FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100



**FIG. 191**

FD9020" 4685T860

19200



Supplier	#	Volume			↑
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSE FOODS	0				
SUPERIOR COFFEE & FOODS	0				↓

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1 0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	

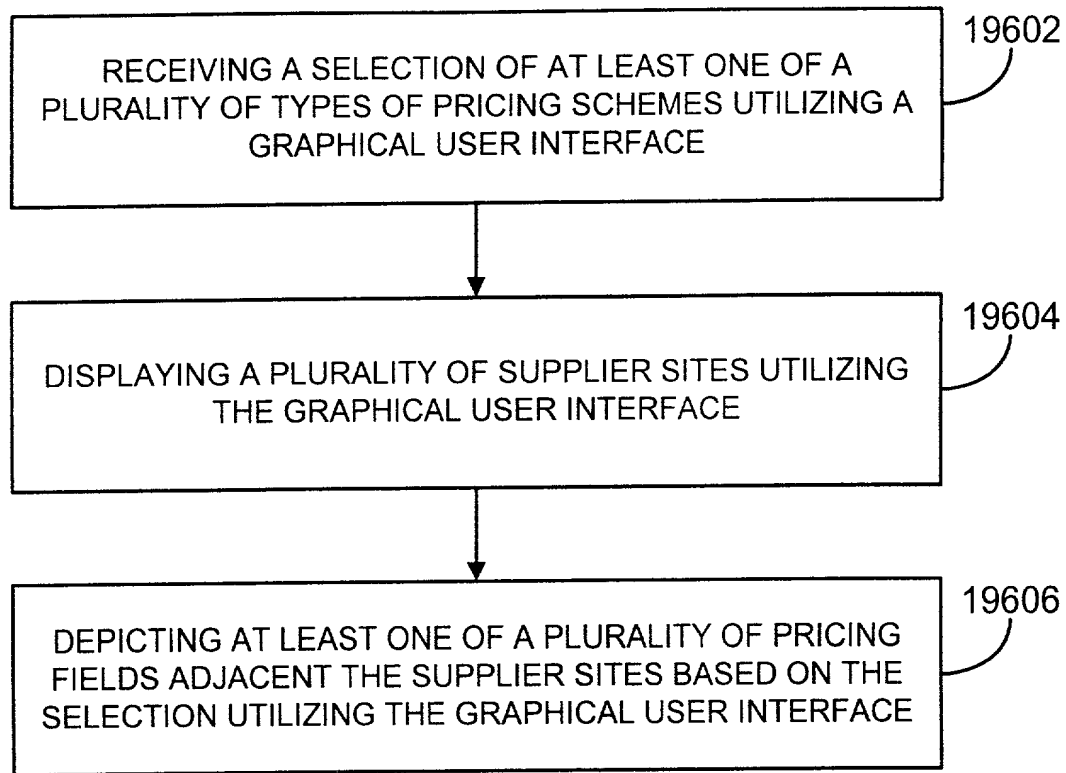
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WAUKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0 3950	0	0

FIG. 195

FO9020" 4685T860



19600



**FIG. 196**

19700

Total Rest. Growth Amount

5.00%

19702

Usage Period

09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count	↑
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28	
AMERISERVEPOST-DENVER	35	5.00%	37	
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2	
AMERISERVE-OMAHA, NE	166	5.00%	174	

FIG. 197

19800

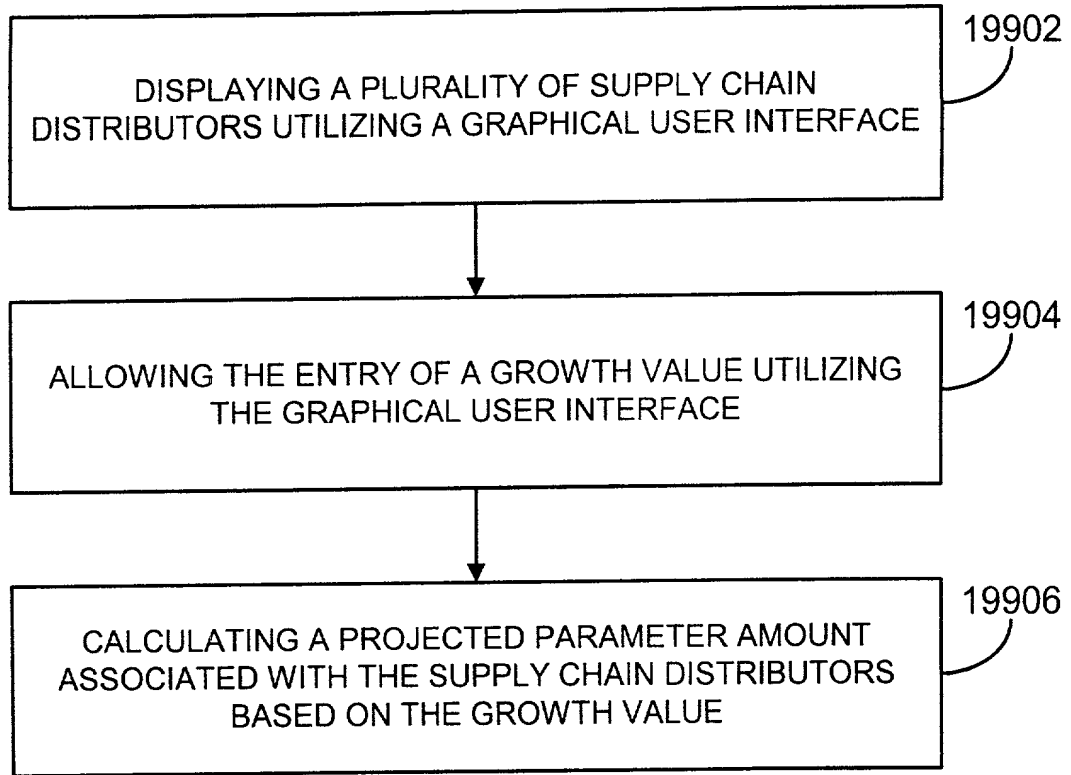
Item	Item Growth %	Usage Period	↑
CHICKEN-PATTY	0.00%		

Distribution Center	Previous Usage	Projected Rest. Count	Couq. Factor	Avg. # RM	DC/Item Growth	Projected Usage	↑
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823	
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE\POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

FIG. 200


20100

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Lane Restriction			
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded		
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded		

FIG. 201

20200

Invalid Selection

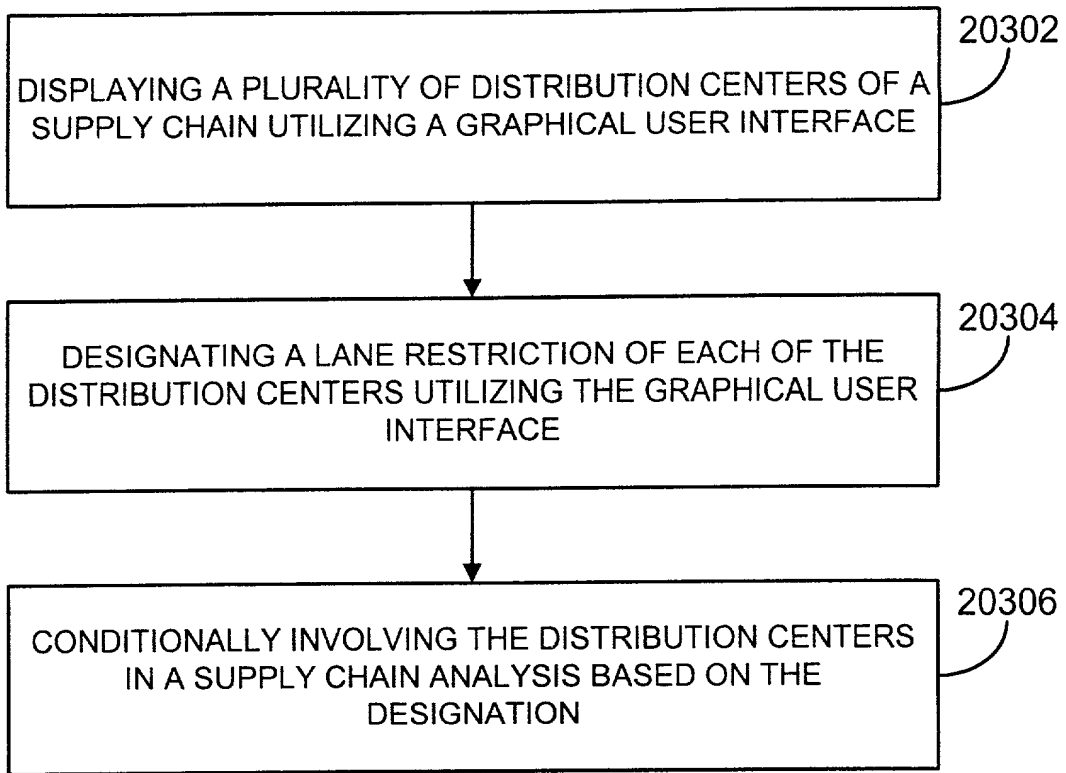


AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99989
LAMB-WESTON, INC.-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE, UT	691			

FIG. 204

20500

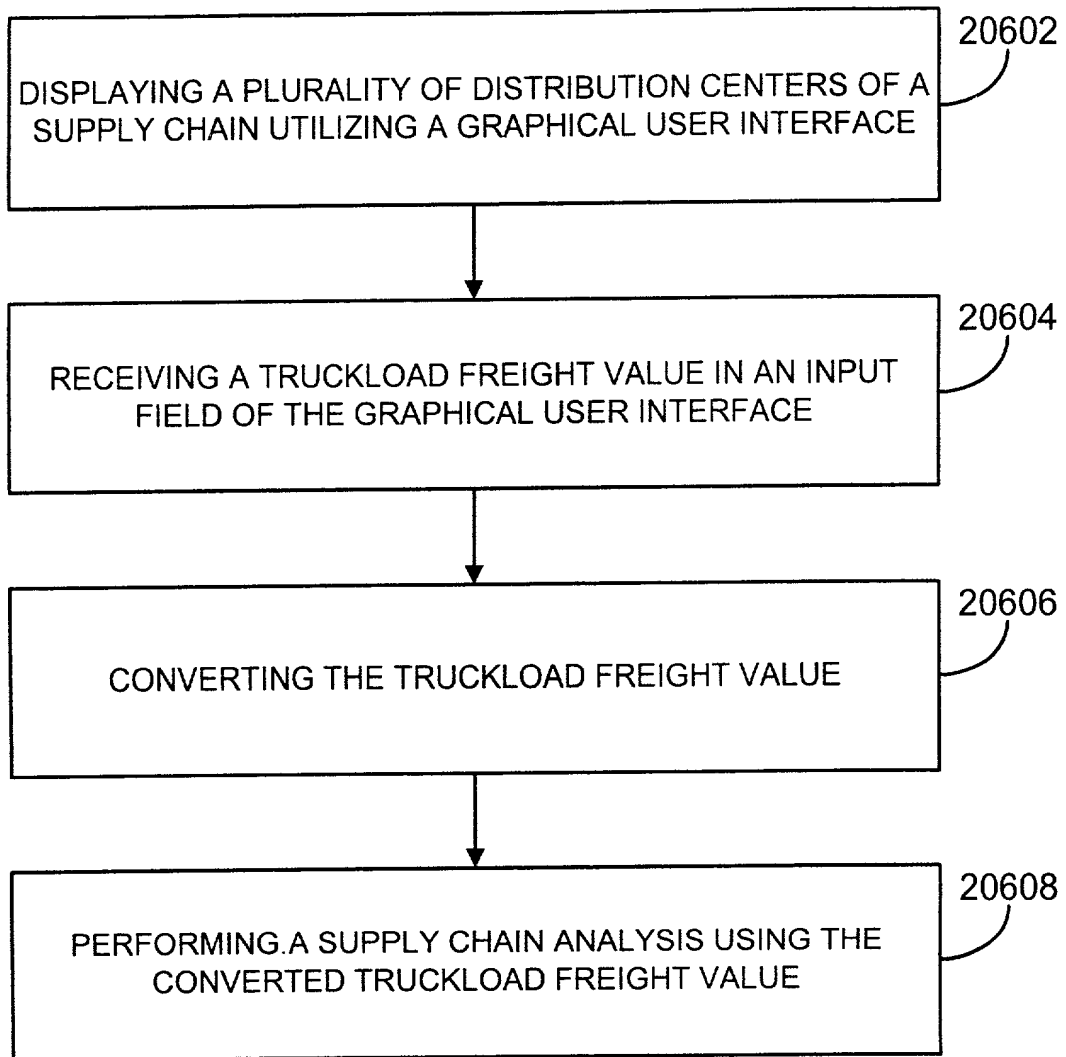
Supplier FOB		Address			
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904		
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638		
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801		

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

T09070" 2685T860

20600



**FIG. 206**

200415897-070001

20700

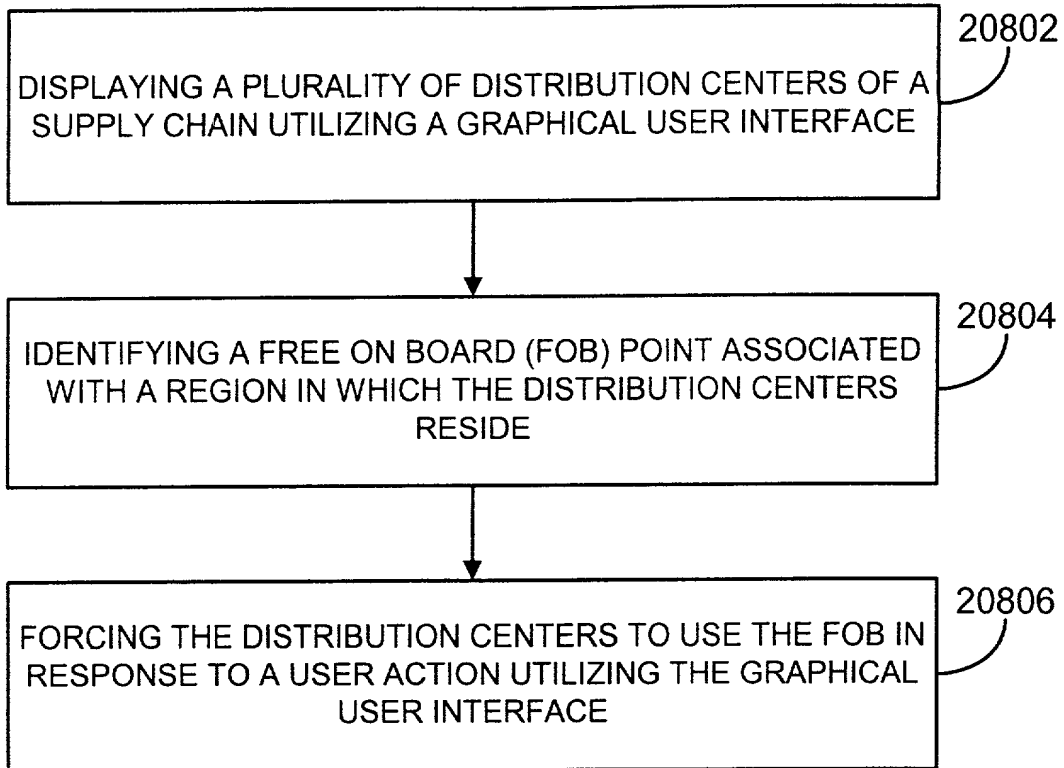


Analysis Region		Force FOB	
MCCABE-PORTLAND/RNW-ANCHORAGE		<input type="radio"/> Yes	<input checked="" type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

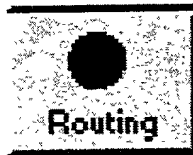


20800



**FIG. 208**

20900



**FIG. 209**

21000

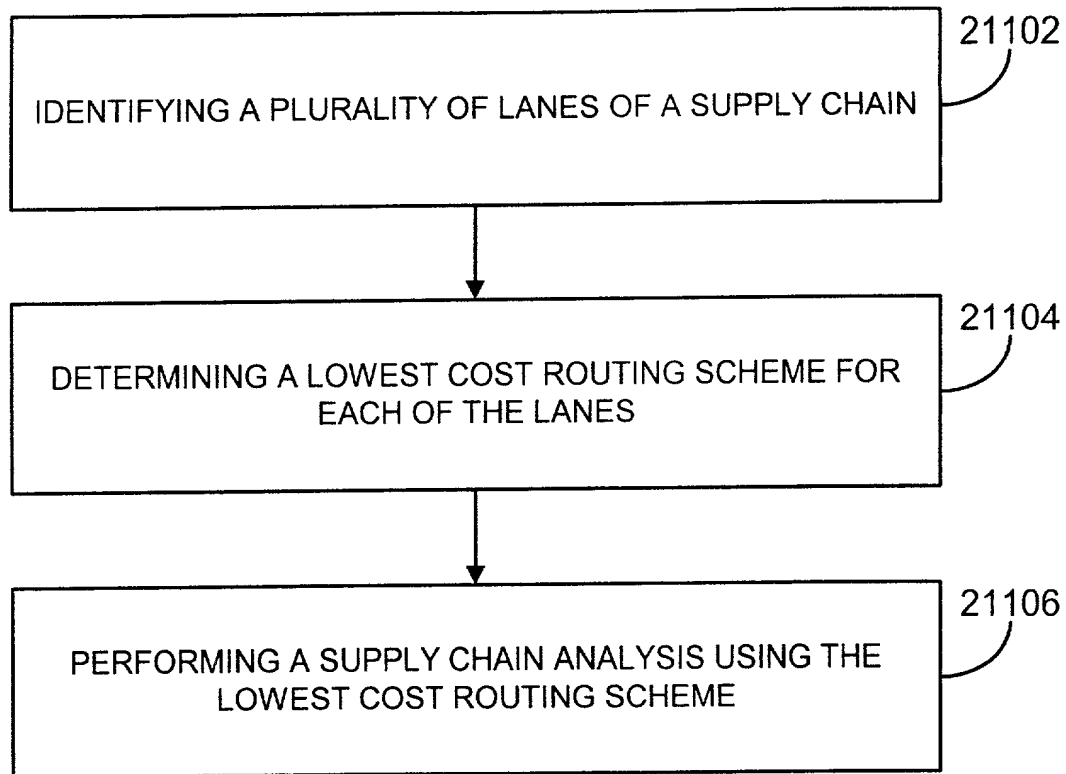
Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
<b>Report Parameters</b>	
Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Freight Information Provided	↓
Freight Information Provided	↑
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	↓

**FIG. 210**

00015897.070001

21100



**FIG. 211**

21200

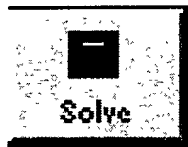


FIG. 212

21300

21302

Report Selection	Report Name
Report Type: Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400



Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

**FIG. 214**

21500



Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600



Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700



Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: ☒ Yes ☐ No

FIG. 218

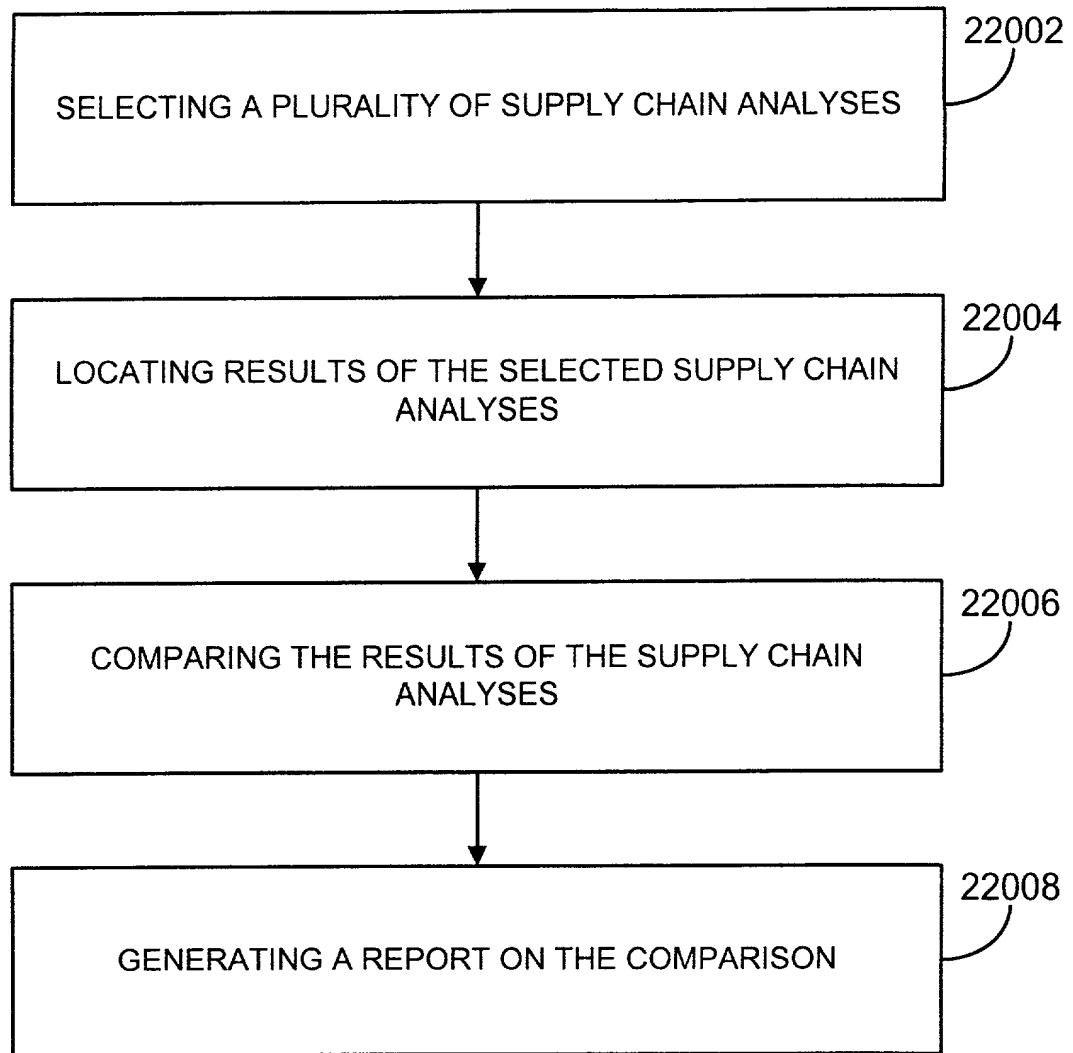
21900



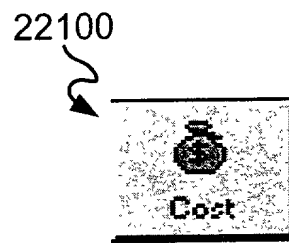
FIG. 219

FIG. 218

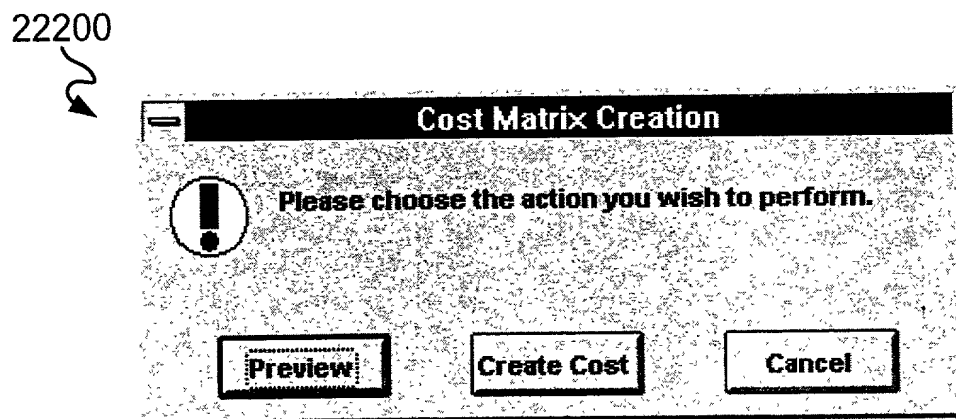
22000



**FIG. 220**



**FIG. 221**



**FIG. 222**



00015897-070001

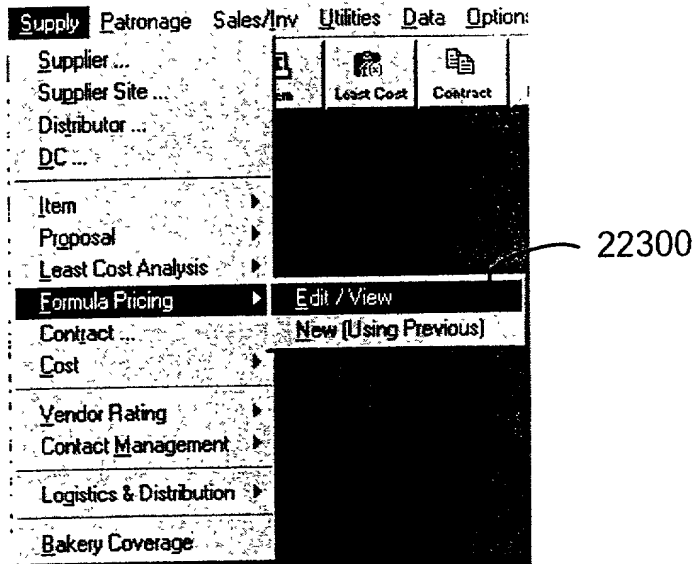


FIG. 223

22400

The image shows a window titled **Formula Pricing - BEEF - 77% - 04/06/98**. The window has a tabbed interface with the following tabs: **General Info**, **Pricing**, **Freight**, **Formulas**, **Block Cost**, and **Adjustments**. The **Pricing** tab is active. The window contains the following fields and labels:   
**Pricing ID:** 12   
**Description:** Beef Pricing 04/06/01   
**Item:** BEEF - 77%   
**Raw Material Pricing Date:** 04/06/01   
**From:** 03/23/01   
**To:** 04/03/01   
**Cost Matrix Begin Date:** 03/15/01   
**End Date:** 03/28/01   
**FOB Adjustment Amount:** 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info Pricing Freight Formulas Block Cost Adjustments													
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 98% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 96% LEAN YW	FRZN DOM 98% LEAN BL	IMP AUS 98% LEAN	Lean Fine Tatr Beef	
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

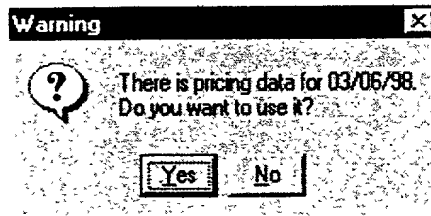


FIG. 226

22700

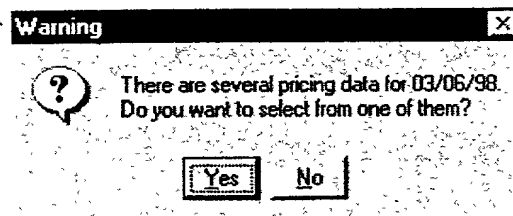


FIG. 227

22800

**Formula Pricing Selection** [X]

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98** [Min] [Max] [X]

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Total
AFS-1	0.3120	0.2971											0.1880	0.2134	0.4000	0.3924	0.9940
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368							0.2000	0.2190	0.3200	0.3139	0.9941
GS-1	0.3270	0.3042											0.1730	0.1972	0.3600	0.3548	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153			0.2179	0.2386			0.9721
SER-1	0.3250	0.2926											0.1750	0.1951	0.3650	0.3571	0.9684
TEX-1	0.3090	0.2766											0.3410	0.3802	0.2500	0.2452	0.9916
WHI-1	0.3250	0.2958											0.1750	0.1969	0.3650	0.3608	0.9765
WIS-1	0.3325	0.2977											0.4675	0.5165	0.1000	0.0986	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500	Upcharge					

FIG. 232

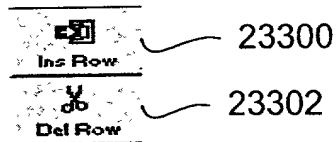


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236